

File 344:Chinese Patents Abs Aug 1985-2003/Feb
(c) 2003 European Patent Office
File 347:JAPIO Oct 1976-2003/Jan(Updated 030506)
(c) 2003 JPO & JAPIO
File 350:Derwent WPIX 1963-2003/UD,UM &UP=200334
(c) 2003 Thomson Derwent
File 348:EUROPEAN PATENTS 1978-2003/May W04
(c) 2003 European Patent Office
File 349:PCT FULLTEXT 1979-2002/UB=20030529,UT=20030522
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?ds

Set	Items	Description
S1	16	AU='BOYD DEAN':AU='BOYD DENNIS'
S2	2	S1 AND (TARGET()PRIC?)
S3	23	AU='GORDON MICHAEL':AU='GORDON MILTON P'
S4	0	S3 AND (TARGET()PRIC?)
S5	4	AU='TAI CHAO-YEN':AU='TAI CHEN YU'
S6	1	S5 AND (TARGET()PRIC?)
S7	12	AU='YANG FENG':AU='YANG FENGHUA'
S8	2	S7 AND (TARGET()PRIC?)
S9	4	AU='KOLAMALA A':AU='KOLAN H'
S10	3	S9 AND (TARGET()PRIC?)
S11	21	AU='COOK GREG':AU='COOK GWENDOLYN KAY'
S12	2	S11 AND (TARGET()PRIC?)
S13	11	AU='PURANG M':AU='PURANIK'
S14	3	S13 AND (TARGET()PRIC?)
S15	64	AU='GUARDINO T':AU='GUARDIOLA'
S16	3	S15 AND (TARGET()PRIC?)
S17	170	AU='ANDERSSON JORGEN':AU='ANDERSSON K A'
S18	0	S17 AND (TARGET()PRIC?)
S19	71	AU='KRISHNAMURTHY P':AU='KRISHNAMURTHY R G'
S20	3	S19 AND (TARGET()PRIC?)
S21	127	AU='COOKE M':AU='COOKE MARTIN'
S22	0	S21 AND (TARGE()PRIC?)
S23	7	AU='NANDIWADA R':AU='NANDJA'
S24	3	S23 AND (TARGET()PRIC?)
S25	12	AU='MONTEIRO B':AU='MONTEIRO C'
S26	3	S25 AND (TARGET()PRIC?)
S27	81	AU='HAAS S':AU='HAAS SUSAN'
S28	3	S27 AND (TARGET()PRIC?)

2/3,K/1 (Item 1 from file: 348)
DIALOG(R) File 348:EUROPEAN PATENTS
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01207281

TARGET PRICE SYSTEM FOR COMPETITIVE BID GOODS AND SERVICES
ZIELPREISSYSTEM FUR KONKURIERENDE ANGEBOTENE GUTE UND DIENSTEN
SYSTEME DE PRIX CIBLES DE BIENS OU DE SERVICES OFFERTS DE FA ON
CONCURRENTIELLE

PATENT ASSIGNEE:

Manugistic Atlanta, Inc., (4037780), Overlook 11, 2839 Paces Ferry Road,
Atlanta, Georgia 30337, (US), (Applicant designated States: all)

INVENTOR:

BOYD, Dean , Overlook 11, 2839 Paces Ferry Road, Atlanta, Georgia 30337,
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GUARDINO, Thomas, Overlook 11, 2839 Paces Ferry Road, Atlanta, Georgia
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LEGAL REPRESENTATIVE:

Floravanti, Corrado et al (87693), Jacobacci & Partners S.p.A., Corso
Regio Parco 27, 10152 Torino, (IT)

PATENT (CC, No, Kind, Date): EP 1203311 A1 020508 (Basic)
WO 200052605 000908

APPLICATION (CC, No, Date): EP 2000914835 000303; WO 2000US5846 000303

PRIORITY (CC, No, Date): US 123345 P 990305; US 122958 P 990305; US 178501
P 000127

DESIGNATED STATES: AT; BE; CH; CY; DE; DK; ES; FI; FR; GB; GR; IE; IT; LI;
LU; MC; NL; PT; SE

EXTENDED DESIGNATED STATES: AL; LT; LV; MK; RO; SI

INTERNATIONAL PATENT CLASS: G06F-017/30

NOTE:

No A-document published by EPO

LANGUAGE (Publication,Procedural,Application): English; English; English

TARGET PRICE SYSTEM FOR COMPETITIVE BID GOODS AND SERVICES

INVENTOR:

BOYD, Dean ...

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00739240 **Image available**

TARGET PRICE SYSTEM FOR COMPETITIVE BID GOODS AND SERVICES
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Patent Applicant/Assignee:

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Inventor(s):

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Legal Representative:

NEEDLE William H, Needle & Rosenberg, P.C., The Candler Building, Suite
1200, 127 Peachtree Street, N.E., Atlanta, GA 30303-1811, US

Patent and Priority Information (Country, Number, Date):

Patent: WO 200052605 A1 20000908 (WO 0052605)
Application: WO 2000US5846 20000303 (PCT/WO US0005846)
Priority Application: US 99123345 19990305; US 99122958 19990305; US
2000178501 20000127

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TM TR TT TZ UA UG UZ VN YU ZA ZW

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(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 18826

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Inventor(s):

BOYD Dean ...

Fulltext Availability:

Detailed Description

Claims

English Abstract

A business process and computer system known as the " Target Price
System" (TPS) that generate an optimum bid or value (205) for a
competitively bid good...

...a function of price. The system further preferably includes an
optimization model that computes the target price of an optimal value
that maximizes expected contribution for the bid or value. The system
alternately further includes a benefits model (235) for calculating the
benefits of using target pricing over a pre-existing approach, and
strategic objects (230) which each affect the target price .

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...a function of price. The system further preferably includes an
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INTERNATIONAL PATENT CLASS: G06F-017/30

NOTE:

No A-document published by EPO

LANGUAGE (Publication,Procedural,Application): English; English; English

TARGET PRICE SYSTEM FOR COMPETITIVE BID GOODS AND SERVICES
INVENTOR:

... US)
YANG, Feng ...

8/3,K/2 (Item 1 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT

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00739240 **Image available**

TARGET PRICE **SYSTEM FOR COMPETITIVE BID GOODS AND SERVICES**
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Patent Applicant/Assignee:

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Inventor(s):

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10/3,K/1 (Item 1 from file: 350)
DIALOG(R)File 350:Derwent WPIX
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013556467 **Image available**
WPI Acc No: 2001-040674/200105
XRPX Acc No: N01-030339

Target pricing system for obtaining optimum bid value for goods and services, has market response model which computes probability of obtaining optimum price value by designating product value as function of price

Patent Assignee: TALUS SOLUTIONS INC (TALU-N); MANUGISTIC ATLANTA INC (MANU-N)

Inventor: ANDERSON J; BOYD D; COOK G; COOKE M; GORDON M; GUARDINO T; HAAS S ; **KOLAMALA A** ; KRISHNAMURTHY P; MONTEIRO B; NANDIWADA R; PURANG M; TAI C C; YANG F; TAI C

Number of Countries: 090 Number of Patents: 003

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200052605	A1	20000908	WO 2000US5846	A	20000303	200105 B
AU 200036171	A	20000921	AU 200036171	A	20000303	200105
EP 1203311	A1	20020508	EP 2000914835	A	20000303	200238
			WO 2000US5846	A	20000303	

Priority Applications (No Type Date): US 2000178501 P 20000127; US 99122958 P 19990305; US 99123345 P 19990305

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200052605 A1 E 91 G06F-017/30

Designated States (National): AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW NL OA PT SD SE SL SZ TZ UG ZW

AU 200036171 A G06F-017/30 Based on patent WO 200052605

EP 1203311 A1 E G06F-017/30 Based on patent WO 200052605

Designated States (Regional): AL AT BE CH CY DE DK ES FI FR GB GR IE IT LI LT LU LV MC MK NL PT RO SE SI

Target pricing system for obtaining optimum bid value for goods and services, has market response model which...

...Inventor: **KOLAMALA A**

Abstract (Basic):

... An optimization model computes the **target price** of product optimal value that maximizes expected contribution. A benefit model (235) computes one or more benefits of **target pricing** in comparison to a pre-existing pricing approach. All the models used are objects implemented...

...by iterative linear interpolation of stored data. An INDEPENDENT CLAIM is also included for automated **target pricing** method for competitive bidding of goods and services...

...For generating **target prices** for competitive bidding of bid goods and services, airline seat and commodities pricing, bidding systems...

...Since the **target pricing** enables a corporation to optimize its pricing and associated business processes to increase profile, pricing ...

...The figure shows the block diagram of **target pricing** system...

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TARGET PRICE SYSTEM FOR COMPETITIVE BID GOODS AND SERVICES

INVENTOR:

... US)
KOLAMALA, Anupama ...

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GORDON, Mark, Overlook 11, 2839 Paces Ferry Road, Atlanta, Georgia 30337,
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PURANG, Mudita, Overlook 11, 2839 Paces Ferry Road, Atlanta, Georgia
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(US)
HAAS, Steve, Overlook 11, 2839 Paces Ferry Road, Atlanta, Georgia 30337,
(US)

LEGAL REPRESENTATIVE:

Fioravanti, Corrado et al (87693), Jacobacci & Partners S.p.A., Corso
Regio Parco 27, 10152 Torino, (IT)

PATENT (CC, No, Kind, Date): EP 1203311 A1 020508 (Basic)
WO 200052605 000908

APPLICATION (CC, No, Date): EP 2000914835 000303; WO 2000US5846 000303
PRIORITY (CC, No, Date): US 123345 P 990305; US 122958 P 990305; US 178501
P 000127

DESIGNATED STATES: AT; BE; CH; CY; DE; DK; ES; FI; FR; GB; GR; IE; IT; LI;
LU; MC; NL; PT; SE

EXTENDED DESIGNATED STATES: AL; LT; LV; MK; RO; SI

INTERNATIONAL PATENT CLASS: G06F-017/30

NOTE:

No A-document published by EPO

LANGUAGE (Publication,Procedural,Application): English; English; English

TARGET PRICE SYSTEM FOR COMPETITIVE BID GOODS AND SERVICES

INVENTOR:

... US)
COOK, Greg ...

12/3,K/2 (Item 1 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT

00739240 **Image available**

TARGET PRICE SYSTEM FOR COMPETITIVE BID GOODS AND SERVICES
SYSTEME DE PRIX CIBLES DE BIENS OU DE SERVICES OFFERTS DE FACON
CONCURRENTIELLE

Patent Applicant/Assignee:

TALUS SOLUTIONS INC, Suite 300, 650 Castro Street, Mountain View, CA
94041, US, US (Residence), US (Nationality)

Inventor(s):

BOYD Dean, Suite 300, 650 Castro Street, Mountain View, CA 94041, US
GUARDINO Thomas, Suite 300, 650 Castro Street, Mountain View, CA 94041,
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Legal Representative:

NEEDLE William H, Needle & Rosenberg, P.C., The Candler Building, Suite
1200, 127 Peachtree Street, N.E., Atlanta, GA 30303-1811, US

Patent and Priority Information (Country, Number, Date):

Patent: WO 200052605 A1 20000908 (WO 0052605)
Application: WO 2000US5846 20000303 (PCT/WO US0005846)
Priority Application: US 99123345 19990305; US 99122958 19990305; US
2000178501 20000127

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK

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TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 18826

TARGET PRICE SYSTEM FOR COMPETITIVE BID GOODS AND SERVICES

Inventor(s):

... US

COOK Greg ...

Fulltext Availability:

Detailed Description

Claims

English Abstract

A business process and computer system known as the " **Target Price**
System" (TPS) that generate an optimum bid or value (205) for a
competitively bid good...

...a function of price. The system further preferably includes an
optimization model that computes the **target price** of an optimal value
that maximizes expected contribution for the bid or value. The system
alternately further includes a benefits model (235) for calculating the

14/3,K/1 (Item 1 from file: 350)
DIALOG(R)File 350:Derwent WPIX
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013556467 **Image available**

WPI Acc No: 2001-040674/200105

XRPX Acc No: N01-030339

Target pricing system for obtaining optimum bid value for goods and services, has market response model which computes probability of obtaining optimum price value by designating product value as function of price

Patent Assignee: TALUS SOLUTIONS INC (TALU-N); MANUGISTIC ATLANTA INC (MANU-N)

Inventor: ANDERSON J; BOYD D; COOK G; COOKE M; GORDON M; GUARDINO T; HAAS S ; KOLAMALA A; KRISHNAMURTHY P; MONTEIRO B; NANDIWADA R; **PURANG M** ; TAI C C; YANG F; TAI C

Number of Countries: 090 Number of Patents: 003

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200052605	A1	20000908	WO 2000US5846	A	20000303	200105 B
AU 200036171	A	20000921	AU 200036171	A	20000303	200105
EP 1203311	A1	20020508	EP 2000914835	A	20000303	200238
			WO 2000US5846	A	20000303	

Priority Applications (No Type Date): US 2000178501 P 20000127; US 99122958 P 19990305; US 99123345 P 19990305

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200052605 A1 E 91 G06F-017/30

Designated States (National): AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW NL OA PT SD SE SL SZ TZ UG ZW

AU 200036171 A G06F-017/30 Based on patent WO 200052605

EP 1203311 A1 E G06F-017/30 Based on patent WO 200052605

Designated States (Regional): AL AT BE CH CY DE DK ES FI FR GB GR IE IT LI LT LU LV MC MK NL PT RO SE SI

Target pricing system for obtaining optimum bid value for goods and services, has market response model which...

...Inventor: **PURANG M**

Abstract (Basic):

... An optimization model computes the **target price** of product optimal value that maximizes expected contribution. A benefit model (235) computes one or more benefits of **target pricing** in comparison to a pre-existing pricing approach. All the models used are objects implemented...

...by iterative linear interpolation of stored data. An INDEPENDENT CLAIM is also included for automated **target pricing** method for competitive bidding of goods and services...

...For generating **target prices** for competitive bidding of bid goods and services, airline seat and commodities pricing, bidding systems...

...Since the **target pricing** enables a corporation to optimize its pricing and associated business processes to increase profile, pricing ...

...The figure shows the block diagram of **target pricing** system...

14/3,K/2 (Item 1 from file: 348)
DIALOG(R)File 348:EUROPEAN PATENTS
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01207281

TARGET PRICE SYSTEM FOR COMPETITIVE BID GOODS AND SERVICES
ZIELPREISSYSTEM FUR KONKURIERENDE ANGEBOTENE GUTE UND DIENSTEN
SYSTEME DE PRIX CIBLES DE BIENS OU DE SERVICES OFFERTS DE FA ON
CONCURRENTIELLE

PATENT ASSIGNEE:

Manugistic Atlanta, Inc., (4037780), Overlook 11, 2839 Paces Ferry Road,
Atlanta, Georgia 30337, (US), (Applicant designated States: all)

INVENTOR:

BOYD, Dean, Overlook 11, 2839 Paces Ferry Road, Atlanta, Georgia 30337,
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GUARDINO, Thomas, Overlook 11, 2839 Paces Ferry Road, Atlanta, Georgia
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LEGAL REPRESENTATIVE:

Fioravanti, Corrado et al (87693), Jacobacci & Partners S.p.A., Corso
Regio Parco 27, 10152 Torino, (IT)

PATENT (CC, No, Kind, Date): EP 1203311 A1 020508 (Basic)

WO 200052605 000908

APPLICATION (CC, No, Date): EP 2000914835 000303; WO 2000US5846 000303

PRIORITY (CC, No, Date): US 123345 P 990305; US 122958 P 990305; US 178501
P 000127

DESIGNATED STATES: AT; BE; CH; CY; DE; DK; ES; FI; FR; GB; GR; IE; IT; LI;
LU; MC; NL; PT; SE

EXTENDED DESIGNATED STATES: AL; LT; LV; MK; RO; SI

INTERNATIONAL PATENT CLASS: G06F-017/30

NOTE:

No A-document published by EPO

LANGUAGE (Publication,Procedural,Application): English; English; English

TARGET PRICE SYSTEM FOR COMPETITIVE BID GOODS AND SERVICES

INVENTOR:

... US)

PURANG, Mudita ...

14/3,K/3 (Item 1 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT

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00739240 **Image available**

TARGET PRICE **SYSTEM FOR COMPETITIVE BID GOODS AND SERVICES**
SYSTEME DE PRIX CIBLES DE BIENS OU DE SERVICES OFFERTS DE FACON
CONCURRENTIELLE

Patent Applicant/Assignee:

TALUS SOLUTIONS INC, Suite 300, 650 Castro Street, Mountain View, CA
94041, US, US (Residence), US (Nationality)

Inventor(s):

BOYD Dean, Suite 300, 650 Castro Street, Mountain View, CA 94041, US
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Legal Representative:

NEEDLE William H, Needle & Rosenberg, P.C., The Candler Building, Suite
1200, 127 Peachtree Street, N.E., Atlanta, GA 30303-1811, US

Patent and Priority Information (Country, Number, Date):

Patent: WO 200052605 A1 20000908 (WO 0052605)
Application: WO 2000US5846 20000303 (PCT/WO US0005846)
Priority Application: US 99123345 19990305; US 99122958 19990305; US
2000178501 20000127

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK
DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR
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TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 18826

TARGET PRICE **SYSTEM FOR COMPETITIVE BID GOODS AND SERVICES**

Inventor(s):

... US

PURANG Mudita ...

Fulltext Availability:

Detailed Description

Claims

English Abstract

A business process and computer system known as the " **Target Price**
System" (TPS) that generate an optimum bid or value (205) for a
competitively bid good...

...a function of price. The system further preferably includes an
optimization model that computes the **target price** of an optimal value
that maximizes expected contribution for the bid or value. The system

16/3,K/1 (Item 1 from file: 350)
DIALOG(R)File 350:Derwent WPIX
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013556467 **Image available**
WPI Acc No: 2001-040674/200105
XRPX Acc No: N01-030339

Target pricing system for obtaining optimum bid value for goods and services, has market response model which computes probability of obtaining optimum price value by designating product value as function of price

Patent Assignee: TALUS SOLUTIONS INC (TALU-N); MANUGISTIC ATLANTA INC (MANU-N)

Inventor: ANDERSON J; BOYD D; COOK G; COOKE M; GORDON M; GUARDINO T; HAAS S; KOLAMALA A; KRISHNAMURTHY P; MONTEIRO B; NANDIWADA R; PURANG M; TAI C C; YANG F; TAI C

Number of Countries: 090 Number of Patents: 003

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200052605	A1	20000908	WO 2000US5846	A	20000303	200105 B
AU 200036171	A	20000921	AU 200036171	A	20000303	200105
EP 1203311	A1	20020508	EP 2000914835	A	20000303	200238
			WO 2000US5846	A	20000303	

Priority Applications (No Type Date): US 2000178501 P 20000127; US 99122958 P 19990305; US 99123345 P 19990305

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
WO 200052605	A1	E	91	G06F-017/30	

Designated States (National): AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW NL OA PT SD SE SL SZ TZ UG ZW

AU 200036171 A G06F-017/30 Based on patent WO 200052605

EP 1203311 A1 E G06F-017/30 Based on patent WO 200052605

Designated States (Regional): AL AT BE CH CY DE DK ES FI FR GB GR IE IT LI LT LU LV MC MK NL PT RO SE SI

Target pricing system for obtaining optimum bid value for goods and services, has market response model which...

...Inventor: GUARDINO T

Abstract (Basic):

... An optimization model computes the target price of product optimal value that maximizes expected contribution. A benefit model (235) computes one or more benefits of target pricing in comparison to a pre-existing pricing approach. All the models used are objects implemented...

...by iterative linear interpolation of stored data. An INDEPENDENT CLAIM is also included for automated target pricing method for competitive bidding of goods and services...

...For generating target prices for competitive bidding of bid goods and services, airline seat and commodities pricing, bidding systems...

...Since the target pricing enables a corporation to optimize its pricing and associated business processes to increase profile, pricing ...

...The figure shows the block diagram of target pricing system...

16/3,K/2 (Item 1 from file: 348)
DIALOG(R)File 348:EUROPEAN PATENTS
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01207281

TARGET PRICE SYSTEM FOR COMPETITIVE BID GOODS AND SERVICES
ZIELPREISSYSTEM FUR KONKURIERENDE ANGEBOTENE GUTE UND DIENSTEN
SYSTEME DE PRIX CIBLES DE BIENS OU DE SERVICES OFFERTS DE FA ON
CONCURRENTIELLE

PATENT ASSIGNEE:

Manugistic Atlanta, Inc., (4037780), Overlook 11, 2839 Paces Ferry Road,
Atlanta, Georgia 30337, (US), (Applicant designated States: all)

INVENTOR:

BOYD, Dean, Overlook 11, 2839 Paces Ferry Road, Atlanta, Georgia 30337,
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PATENT (CC, No, Kind, Date): EP 1203311 A1 020508 (Basic)
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APPLICATION (CC, No, Date): EP 2000914835 000303; WO 2000US5846 000303

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DESIGNATED STATES: AT; BE; CH; CY; DE; DK; ES; FI; FR; GB; GR; IE; IT; LI;
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EXTENDED DESIGNATED STATES: AL; LT; LV; MK; RO; SI

INTERNATIONAL PATENT CLASS: G06F-017/30

NOTE:

No A-document published by EPO

LANGUAGE (Publication,Procedural,Application): English; English; English

TARGET PRICE SYSTEM FOR COMPETITIVE BID GOODS AND SERVICES

INVENTOR:

... US)

GUARDINO, Thomas ...

16/3,K/3 (Item 1 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT
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00739240 **Image available**

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CONCURRENTIELLE

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Inventor(s):

... US

GUARDINO Thomas ...

Fulltext Availability:

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DIALOG(R)File 350:Derwent WPIX
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013556467 **Image available**
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Target pricing system for obtaining optimum bid value for goods and services, has market response model which computes probability of obtaining optimum price value by designating product value as function of price

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Inventor: ANDERSON J; BOYD D; COOK G; COOKE M; GORDON M; GUARDINO T; HAAS S; KOLAMALA A; KRISHNAMURTHY P; MONTEIRO B; NANDIWADA R; PURANG M; TAI C; YANG F; TAI C

Number of Countries: 090 Number of Patents: 003

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Priority Applications (No Type Date): US 2000178501 P 20000127; US 99122958 P 19990305; US 99123345 P 19990305

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200052605 A1 E 91 G06F-017/30

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...Inventor: KRISHNAMURTHY P

Abstract (Basic):

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...by iterative linear interpolation of stored data. An INDEPENDENT CLAIM is also included for automated target pricing method for competitive bidding of goods and services...

...For generating target prices for competitive bidding of bid goods and services, airline seat and commodities pricing, bidding systems...

...Since the target pricing enables a corporation to optimize its pricing and associated business processes to increase profile, pricing

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...The figure shows the block diagram of target pricing system...

20/3,K/2 (Item 1 from file: 348)
DIALOG(R)File 348:EUROPEAN PATENTS
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01207281

TARGET PRICE SYSTEM FOR COMPETITIVE BID GOODS AND SERVICES
ZIELPREISSYSTEM FUR KONKURIERENDE ANGEBOTENE GUTE UND DIENSTEN
SYSTEME DE PRIX CIBLES DE BIENS OU DE SERVICES OFFERTS DE FA ON
CONCURRENTIELLE

PATENT ASSIGNEE:

Manugistic Atlanta, Inc., (4037780), Overlook 11, 2839 Paces Ferry Road,
Atlanta, Georgia 30337, (US), (Applicant designated States: all)

INVENTOR:

BOYD, Dean, Overlook 11, 2839 Paces Ferry Road, Atlanta, Georgia 30337,
(US)
GUARDINO, Thomas, Overlook 11, 2839 Paces Ferry Road, Atlanta, Georgia
30337, (US)
GORDON, Mark, Overlook 11, 2839 Paces Ferry Road, Atlanta, Georgia 30337,
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HAAS, Steve, Overlook 11, 2839 Paces Ferry Road, Atlanta, Georgia 30337,
(US)

LEGAL REPRESENTATIVE:

Fioravanti, Corrado et al (87693), Jacobacci & Partners S.p.A., Corso
Regio Parco 27, 10152 Torino, (IT)

PATENT (CC, No, Kind, Date): EP 1203311 A1 020508 (Basic)
WO 200052605 000908

APPLICATION (CC, No, Date): EP 2000914835 000303; WO 2000US5846 000303
PRIORITY (CC, No, Date): US 123345 P 990305; US 122958 P 990305; US 178501
P 000127

DESIGNATED STATES: AT; BE; CH; CY; DE; DK; ES; FI; FR; GB; GR; IE; IT; LI;
LU; MC; NL; PT; SE

EXTENDED DESIGNATED STATES: AL; LT; LV; MK; RO; SI

INTERNATIONAL PATENT CLASS: G06F-017/30

NOTE:

No A-document published by EPO

LANGUAGE (Publication,Procedural,Application): English; English; English

TARGET PRICE SYSTEM FOR COMPETITIVE BID GOODS AND SERVICES

INVENTOR:

... US)

KRISHNAMURTHY, Prabhakar ...

20/3,K/3 (Item 1 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT

00739240 **Image available**

TARGET PRICE **SYSTEM FOR COMPETITIVE BID GOODS AND SERVICES**
SYSTEME DE PRIX CIBLES DE BIENS OU DE SERVICES OFFERTS DE FACON
CONCURRENTIELLE

Patent Applicant/Assignee:

TALUS SOLUTIONS INC, Suite 300, 650 Castro Street, Mountain View, CA
94041, US, US (Residence), US (Nationality)

Inventor(s):

BOYD Dean, Suite 300, 650 Castro Street, Mountain View, CA 94041, US
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Legal Representative:

NEEDLE William H, Needle & Rosenberg, P.C., The Candier Building, Suite
1200, 127 Peachtree Street, N.E., Atlanta, GA 30303-1811, US

Patent and Priority Information (Country, Number, Date):

Patent: WO 200052605 A1 20000908 (WO 0052605)
Application: WO 2000US5846 20000303 (PCT/WO US0005846)
Priority Application: US 99123345 19990305; US 99122958 19990305; US
2000178501 20000127

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK
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(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

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Fulltext Word Count: 18826

TARGET PRICE **SYSTEM FOR COMPETITIVE BID GOODS AND SERVICES**

Inventor(s):

... US

KRISHNAMURTHY Prabhakar ...

Fulltext Availability:

Detailed Description

Claims

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System" (TPS) that generate an optimum bid or value (205) for a
competitively bid good...

...a function of price. The system further preferably includes an
optimization model that computes the **target price** of an optimal value
that maximizes expected contribution for the bid or value. The system
alternately further includes a benefits model (235) for calculating the

24/3,K/1 (Item 1 from file: 350)
DIALOG(R)File 350:Derwent WPIX
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013556467 **Image available**
WPI Acc No: 2001-040674/200105
XRPX Acc No: N01-030339

Target pricing system for obtaining optimum bid value for goods and services, has market response model which computes probability of obtaining optimum price value by designating product value as function of price

Patent Assignee: TALUS SOLUTIONS INC (TALU-N); MANUGISTIC ATLANTA INC (MANU-N)

Inventor: ANDERSON J; BOYD D; COOK G; COOKE M; GORDON M; GUARDINO T; HAAS S ; KOLAMALA A; KRISHNAMURTHY P; MONTEIRO B; **NANDIWADA R** ; PURANG M; TAI C C; YANG F; TAI C

Number of Countries: 090 Number of Patents: 003

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
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AU 200036171	A	20000921	AU 200036171	A	20000303	200105
EP 1203311	A1	20020508	EP 2000914835	A	20000303	200238
			WO 2000US5846	A	20000303	

Priority Applications (No Type Date): US 2000178501 P 20000127; US 99122958 P 19990305; US 99123345 P 19990305

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200052605 A1 E 91 G06F-017/30

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AU 200036171 A G06F-017/30 Based on patent WO 200052605

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...Inventor: **NANDIWADA R**

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INTERNATIONAL PATENT CLASS: G06F-017/30

NOTE:

No A-document published by EPO

LANGUAGE (Publication,Procedural,Application): English; English; English

TARGET PRICE SYSTEM FOR COMPETITIVE BID GOODS AND SERVICES

INVENTOR:

... US)

NANDIWADA, Ravi ...

24/3,K/3 (Item 1 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT

00739240 **Image available**

TARGET PRICE SYSTEM FOR COMPETITIVE BID GOODS AND SERVICES
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CONCURRENTIELLE

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(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 18826

TARGET PRICE SYSTEM FOR COMPETITIVE BID GOODS AND SERVICES

Inventor(s):

... US

NANDIWADA Ravi ...

Fulltext Availability:

Detailed Description

Claims

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System" (TPS) that generate an optimum bid or value (205) for a
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...a function of price. The system further preferably includes an
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26/3,K/1 (Item 1 from file: 350)
DIALOG(R) File 350:Derwent WPIX
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013556467 **Image available**
WPI Acc No: 2001-040674/200105
XRPX Acc No: N01-030339

Target pricing system for obtaining optimum bid value for goods and services, has market response model which computes probability of obtaining optimum price value by designating product value as function of price

Patent Assignee: TALUS SOLUTIONS INC (TALU-N); MANUGISTIC ATLANTA INC (MANU-N)

Inventor: ANDERSON J; BOYD D; COOK G; COOKE M; GORDON M; GUARDINO T; HAAS S; KOLAMALA A; KRISHNAMURTHY P; MONTEIRO B; NANDIWADA R; PURANG M; TAI C; YANG F; TAI C

Number of Countries: 090 Number of Patents: 003

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
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Priority Applications (No Type Date): US 2000178501 P 20000127; US 99122958 P 19990305; US 99123345 P 19990305

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200052605 A1 E 91 G06F-017/30

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EP 1203311 A1 E G06F-017/30 Based on patent WO 200052605

Designated States (Regional): AL AT BE CH CY DE DK ES FI FR GB GR IE IT LI LT LU LV MC MK NL PT RO SE SI

Target pricing system for obtaining optimum bid value for goods and services, has market response model which...

...Inventor: MONTEIRO B

Abstract (Basic):

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INTERNATIONAL PATENT CLASS: G06F-017/30

NOTE:

No A-document published by EPO
LANGUAGE (Publication,Procedural,Application): English; English; English

TARGET PRICE SYSTEM FOR COMPETITIVE BID GOODS AND SERVICES

INVENTOR:

... US)
MONTEIRO, Brian ...

26/3,K/3 (Item 1 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT

00739240 **Image available**

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Patent No Kind Lan Pg Main IPC Filing Notes

WO 200052605 A1 E 91 G06F-017/30

Designated States (National): AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW NL OA PT SD SE SL SZ TZ UG ZW

AU 200036171 A G06F-017/30 Based on patent WO 200052605

EP 1203311 A1 E G06F-017/30 Based on patent WO 200052605

Designated States (Regional): AL AT BE CH CY DE DK ES FI FR GB GR IE IT LI LT LU LV MC MK NL PT RO SE SI

Target pricing system for obtaining optimum bid value for goods and services, has market response model which...

...Inventor: HAAS S

Abstract (Basic):

... An optimization model computes the target price of product optimal value that maximizes expected contribution. A benefit model (235) computes one or more benefits of target pricing in comparison to a pre-existing pricing approach. All the models used are objects implemented...

...by iterative linear interpolation of stored data. An INDEPENDENT CLAIM is also included for automated target pricing method for competitive bidding of goods and services...

...For generating target prices for competitive bidding of bid goods and services, airline seat and commodities pricing, bidding systems...

...Since the target pricing enables a corporation to optimize its pricing and associated business processes to increase profile, pricing ...

...The figure shows the block diagram of target pricing system...

28/3,K/2 (Item 1 from file: 348)
DIALOG(R)File 348:EUROPEAN PATENTS
(c) 2003 European Patent Office. All rts. reserv.

01207281

TARGET PRICE SYSTEM FOR COMPETITIVE BID GOODS AND SERVICES
ZIELPREISSYSTEM FUR KONKURIERENDE ANGEBOtene GUTE UND DIENSTEN
SYSTEME DE PRIX CIBLES DE BIENS OU DE SERVICES OFFERTS DE FA ON
CONCURRENTIELLE

PATENT ASSIGNEE:

Manugistic Atlanta, Inc., (4037780), Overlook 11, 2839 Paces Ferry Road,
Atlanta, Georgia 30337, (US), (Applicant designated States: all)

INVENTOR:

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HAAS, Steve , Overlook 11, 2839 Paces Ferry Road, Atlanta, Georgia 30337
, (US)

LEGAL REPRESENTATIVE:

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Regio Parco 27, 10152 Torino, (IT)

PATENT (CC, No, Kind, Date): EP 1203311 A1 020508 (Basic)
WO 200052605 000908

APPLICATION (CC, No, Date): EP 2000914835 000303; WO 2000US5846 000303
PRIORITY (CC, No, Date): US 123345 P 990305; US 122958 P 990305; US 178501
P 000127

DESIGNATED STATES: AT; BE; CH; CY; DE; DK; ES; FI; FR; GB; GR; IE; IT; LI;
LU; MC; NL; PT; SE

EXTENDED DESIGNATED STATES: AL; LT; LV; MK; RO; SI

INTERNATIONAL PATENT CLASS: G06F-017/30

NOTE:

No A-document published by EPO
LANGUAGE (Publication,Procedural,Application): English; English; English

TARGET PRICE SYSTEM FOR COMPETITIVE BID GOODS AND SERVICES

INVENTOR:

... US)
HAAS, Steve ...

28/3,K/3 (Item 1 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT

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00739240 **Image available**

TARGET PRICE **SYSTEM FOR COMPETITIVE BID GOODS AND SERVICES**
SYSTEME DE PRIX CIBLES DE BIENS OU DE SERVICES OFFERTS DE FACON
CONCURRENTIELLE

Patent Applicant/Assignee:

TALUS SOLUTIONS INC, Suite 300, 650 Castro Street, Mountain View, CA
94041, US, US (Residence), US (Nationality)

Inventor(s):

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COOK Greg, Suite 300, 650 Castro Street, Mountain View, CA 94041, US
HAAS Steve , Suite 300, 650 Castro Street, Mountain View, CA 94041, US

Legal Representative:

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200052605 A1 20000908 (WO 0052605)
Application: WO 2000US5846 20000303 (PCT/WO US0005846)
Priority Application: US 99123345 19990305; US 99122958 19990305; US
2000178501 20000127

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK
DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR
LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ
TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 18826

TARGET PRICE **SYSTEM FOR COMPETITIVE BID GOODS AND SERVICES**

Inventor(s):

... US

HAAS Steve ...

Fulltext Availability:

Detailed Description

Claims

English Abstract

A business process and computer system known as the " **Target Price**
System" (TPS) that generate an optimum bid or value (205) for a
competitively bid good...

...a function of price. The system further preferably includes an
optimization model that computes the **target price** of an optimal value
that maximizes expected contribution for the bid or value. The system
alternately further includes a benefits model (235) for calculating the

File 625:American Banker Publications 1981-2003/Jun 02
 (c) 2003 American Banker
 File 268:Banking Info Source 1981-2003/May W4
 (c) 2003 ProQuest Info&Learning
 File 626:Bond Buyer Full Text 1981-2003/Jun 02
 (c) 2003 Bond Buyer
 File 267:Finance & Banking Newsletters 2003/May 28
 (c) 2003 The Dialog Corp.

?ds

Set	Items	Description
S1	894	(CONTRACT OR CONTRACTS OR CONTRACTING) (5N) (BID OR BIDS OR - BIDDING)
S2	20	(TARGET() (PRICE OR PRICES OR PRICING) OR TP OR TPS) (5N) (COMPUTERI? OR AUTOMATE? OR SOFTWARE OR ELECTRONIC?) OR COCOMO?
S3	7	(COST OR PRICE) () (ESTIMAT? OR PREDICT? OR FORECAST?) (5N) (COMPUTERI? OR AUTOMATE? OR SOFTWARE OR ELECTRONIC?)
S4	30	(PROFIT()MARGIN?) (5N) (ESTIMAT? OR PREDICT OR FORECAST?)
S5	0	S1(S) (S2 OR S3 OR S4)
S6	1	S1(S) (TARGET() (PRICE OR PRICES OR PRICING) OR TP OR TPS)
S7	0	S1(S) (COST OR PRICE) () (ESTIMAT? OR PREDICT? OR FORECAST?)
S8	1	S1(S) (PROFIT()MARGIN?)
S9	1	S8 NOT S6
S10	0	S4(S) (CONTRACT OR CONTRACTS)
S11	0	S2(S) (CONTRACT OR CONTRACTS)

6/3,K/1 (Item 1 from file: 267)
DIALOG(R) File 267: Finance & Banking Newsletters
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04548792

**Suitors Will Likely Steer Clear of Staff: After Rejecting Paribas Bid,
Employer Services Provider Will Fly Solo**

Anthony Leibs

Mergers & Acquisitions Reports

April 26, 1999 DOCUMENT TYPE: NEWSLETTER

PUBLISHER: SECURITIES DATA PUBLISHING

LANGUAGE: ENGLISH WORD COUNT: 547 RECORD TYPE: FULLTEXT

(c) SECURITIES DATA PUBLISHING All Rts. Reserv.

TEXT:

...low-ball offer and did not up its initial price, he said. He had a **target price** of \$15 per share. Paribas is Staff's largest institutional shareholder, with a 12.2...

...that the most important consideration for Staff is its renegotiation of its workers' compensation **contract**, which is currently up for **bid**. Thatcher Thompson, an analyst at Merrill Lynch, noted that Staff generates a healthy profit from...

9/3,K/1 (Item 1 from file: 268)
DIALOG(R)File 268:Banking Info Source
(c) 2003 ProQuest Info&Learning. All rts. reserv.

00353938 (USE FORMAT 7 OR 9 FOR FULLTEXT)

The Feds play their card hands

Anonymous

Credit Card Management, v11, n10, p12-14, Jan 1999 DOCUMENT TYPE: Journal

Article LANGUAGE: English RECORD TYPE: Abstract Fulltext

WORD COUNT: 00624

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... S. Bank. Former government commercial card issuer American Express Co., the sixth issuer authorized to **bid** on the current **contracts**, backed out of the program early on, noting that it couldn't make enough of a **profit margin**. The government says that the expenditures on its card programs were valued at \$11 billion...

File 344:Chinese Patents A Aug 1985-2003/Feb
 (c) 2003 European Patent Office
 File 347:JAPIO Oct 1976-2003/Jan(Updated 030506)
 (c) 2003 JPO & JAPIO
 File 350:Derwent WPIX 1963-2003/UD,UM &UP=200334
 (c) 2003 Thomson Derwent

?ds

Set	Items	Description
S1	76	(CONTRACT OR CONTRACTS OR CONTRACTING) (5N) (BID OR BIDS OR - BIDDING)
S2	58	(TARGET() (PRICE OR PRICES OR PRICING) OR TP OR TPS) (5N) (COMPUTERI? OR AUTOMATE? OR SOFTWARE OR ELECTRONIC?) OR COCOMO?
S3	9	(COST OR PRICE) () (ESTIMAT? OR PREDICT? OR FORECAST?) (5N) (COMPUTERI? OR AUTOMATE? OR SOFTWARE OR ELECTRONIC?)
S4	2	(PROFIT()MARGIN?) (5N) (ESTIMAT? OR PREDICT OR FORECAST?)
S5	0	S1 AND (S2 OR S3 OR S4)
S6	0	S1 AND (TARGET() (PRICE OR PRICES OR PRICING) OR TP OR TPS)
S7	0	S1 AND (COST OR PRICE) () (ESTIMAT? OR PREDICT? OR FORECAST?)
S8	1	S1 AND(COST OR PRICE) (5N) (ESTIMAT? OR PREDICT? OR FORECAST-?)
S9	0	S1 AND (PROFIT()MARGIN?)

8/5/1 (Item 1 from file: 350)
DIALOG(R) File 350:Derwent WPIX
(c) 2003 Thomson Derwent. All rts. reserv.

014955777 **Image available**
WPI Acc No: 2003-016291/200301
XRPX Acc No: N03-012211

Commodity information database updating method for telecommunication application, involves comparing proposed commodity price extracted from vendor proposal, with estimated market price

Patent Assignee: ALGER D (ALGE-I); BUTKUS C (BUTK-I); BUXTON B (BUXT-I); DOBSON M (DOBS-I); EGEN M (EGEN-I); GARVIN J (GARV-I); HOSEA F (HOSE-I); KING T (KING-I); NASH D (NASH-I); STAPLETON J (STAP-I); WILLOUGHBY G (WILL-I)

Inventor: ALGER D; BUTKUS C; BUXTON B; DOBSON M; EGEN M; GARVIN J; HOSEA F; KING T; NASH D; STAPLETON J; WILLOUGHBY G

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20020111889	A1	20020815	US 2001781937	A	20010212	200301 B

Priority Applications (No Type Date): US 2001781937 A 20010212

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
US 20020111889	A1		18	G06F-017/60	

Abstract (Basic): US 20020111889 A1

NOVELTY - A request for bids on specified commodities are received from a customer at online reverse auction environment, based on which multiple potential vendors are solicited to submit proposals. A proposed price for the specified commodity is extracted from each proposal, and is compared with **estimated market price**. The database is updated with the proposed **price** when the **estimated** and actual market prices are equal.

DETAILED DESCRIPTION - INDEPENDENT CLAIMS are included for the following:

- (1) Computer-implemented telecommunication spending analysis system;
- (2) Computer-implemented telecommunication traffic analyzing method;
- (3) Telecommunications service cost reduction system; and
- (4) Telecommunications services purchase system.

USE - For updating commodity information in a database for **bidding** and **contracting** for telecommunications services, analysis of telecommunications spending and managing telecommunications usage.

ADVANTAGE - By usage of on-line reverse auction environment, for receiving proposed price of specified commodity, interaction between interested vendors and customers is facilitated and competitive bidding is promoted between interested vendors.

DESCRIPTION OF DRAWING(S) - The figure shows the flowchart explaining the request for proposal preparation process, reverse auction conduction process and updating of best of class database.

pp; 18 DwgNo 5/6

Title Terms: COMMODITY; INFORMATION; DATABASE; UPDATE; METHOD; TELECOMMUNICATION; APPLY; COMPARE; PROPOSED; COMMODITY; PRICE; EXTRACT; VENDING; ESTIMATE; MARKET; PRICE

Derwent Class: T01

International Patent Class (Main): G06F-017/60

File Segment: EPI

?

?ds

Set	Items	Description
S1	76	(CONTRACT OR CONTRACTS OR CONTRACTING) (5N) (BID OR BIDS OR - BIDDING)
S2	2	(TARGET() (PRICE OR PRICES OR PRICING) OR TP OR TPS) (5N) (COMPUTERI? OR AUTOMATE? OR SOFTWARE OR ELECTRONIC?) OR COCOMO?
S3	0	(COST OR PRICE) () (ESTIMAT? OR PREDICT? OR FORECAST?) (5N) (COMPUTERI? OR AUTOMATE? OR SOFTWARE OR ELECTRONIC?)
S4	6	(PROFIT()MARGIN?) (5N) (ESTIMAT? OR PREDICT OR FORECAST?)
S5	0	S1 AND (S2 OR S4)
S6	0	S1 AND (TARGET() (PRICE OR PRICES OR PRICING) OR TP OR TPS)
S7	0	S1 AND (COST OR PRICE) () (ESTIMAT? OR PREDICT? OR FORECAST?)
S8	0	S1 AND (PROFIT()MARGIN?)
S9	3	S1 AND (COMPUTERI? OR AUTOMATE? OR SOFTWARE OR ELECTRONIC?)
S10	3	RD (unique items)

10/5/1

DIALOG(R)File 139:EconLit

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506465

TITLE: Contracting out government services

AUTHOR(S): Seidenstat, Paul, ed.

PUBLICATION INFORMATION: Privatizing Government: An Interdisciplinary Series. Westport, Conn. and London: Greenwood, Praeger, PAGES: x, 255

PUBLICATION DATE: 1999

ISBN: 0-275-96542-2

DOCUMENT TYPE: Book

ABSTRACT INDICATOR: Abstract

ABSTRACT: Sixteen papers examine the theory of contracting out, issues in implementation, and cases of contracting out in practice. Papers discuss municipal contracting in the 1980s; organizational theories that could aid in the revision of the current conception of public organizations and implications for the management of contracts at all levels of government; the development of a privatization strategy using competitive **bidding**, cooperative partnerships, and networks; **contracting** to affiliated companies under concessions; the role of public-private juvenile programs; a public-private partnership in community corrections involving the **electronic** monitoring of offenders serving home detention sentences in Los Angeles county; policy considerations in the privatization of local detention facilities; privatization lessons from hospital and prison experiences; privatization as a viable alternative for local governments as evidenced by the case of Ecorse, Michigan; the cost and production of solid-waste disposal service; privatization of public golf courses; implementing privatization in the public sector; legal barriers to local privatization; how contracting out city services affects public employees; competition between public agencies and private vendors in the maintenance of city vehicles in Greeley, Colorado; and the mechanics of contracting out. Contributors reflect a range of disciplines, including economics. Seidenstat is Associate Professor of Economics at Temple University. Index.

DESCRIPTOR(S) (1991 to Present): Boundaries of Public and Private Enterprise; Privatization; Contracting Out (L330); Contracting Out; Privatization; Public Private

COMPANY NAMES (DIALOG GENERATED): Temple University

10/5/2

DIALOG(R)File 139:EconLit

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487276

TITLE: The Liquidity of Automated Exchanges: New Evidence from German Bund Futures

AUTHOR(S): Frino, Alex; McInish, Thomas H.; Toner, Martin

AUTHOR(S) AFFILIATION: U Sydney; U Memphis; U Sydney

JOURNAL NAME: Journal of International Financial Markets, Institutions and Money,

JOURNAL VOLUME & ISSUE: 8 3-4,

PAGES: 225-41

PUBLICATION DATE: December 1998

AVAILABILITY: <A

<http://www.elsevier.com/inca/publications/store/6/0/0/1/1/3/index.htm>>Publisher's URL

ISSN: 1042-4431

DOCUMENT TYPE: Journal Article

ABSTRACT INDICATOR: Abstract

ABSTRACT: Previous literature has suggested that **automated** exchanges such as the Deutsche Terminborse (DTB) may be less liquid than their

open-outcry counterpart, such as the London International Financial Futures Exchange (LIFFE), although evidence provided on this issue has been mixed. This paper provides new evidence on the relative magnitudes of bid-ask spreads in the Bund contract traded on the DTB and LIFFE using intraday data from a period in which each exchanges share of total Bund trading was closer than previous research. The findings suggest that quoted bid-ask spreads are wider on the LIFFE than the DTB, even after controlling for their determinants. Furthermore, bid-ask spreads on the DTB increase more rapidly as price volatility increases relative to the LIFFE. Overall, this evidence implies that while automated exchanges are capable of providing more liquidity than floor traded exchanges, the relative performance of automated exchanges deteriorates during periods of higher volatility.

GEOGRAPHIC LOCATION DESCRIPTOR(S): Germany; U.K.

DESCRIPTOR(S) (1991 to Present): International Financial Markets (G150); Contingent Pricing; Futures Pricing; option pricing (G130)

DESCRIPTOR(S) (Pre-1991): Open Economy Macroeconomic Studies--Balance of Payments and Adjustment Mechanisms (4313); Capital Markets--Empirical Studies, Including Regulation (3132); Capital Markets: Theory, Including Portfolio Selection, and Empirical Studies Illustrating Theory (3131)

COMPANY NAMES (DIALOG GENERATED): London International Financial Futures Exchange

10/5/3

DIALOG(R) File 139:EconLit

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315405

TITLE: The Electronic Order Book and Automated Trade Execution in Futures Markets

AUTHOR(S): Domowitz, Ian; Wang, Jianxin

AUTHOR(S) AFFILIATION: Northwestern U; Northwestern U

PUBLICATION INFORMATION: Northwestern Kellogg Graduate School of Management Department of Finance Working Paper: 108 PAGES: 33

PUBLICATION DATE: May 1991

AVAILABILITY: Copies available from: Kellogg Graduate School of Management, Northwestern University, Evanston, IL 60208

PRICE: not available

DOCUMENT TYPE: Working Paper

ABSTRACT INDICATOR: Abstract

ABSTRACT: Trade execution in futures markets historically has been dominated by the institution of open outcry auction, a mode of trading that has been in place for over 140 years. In fact, legislative action in the United States has effectively mandated the use of this method in the physical locale of an open pit or floor since 1936. In this setting, traders meet face to face on the trading floor and call out bids and offers. A contract is traded when an outstanding verbal bid or offer is accepted. A new auction begins with each completed transaction, and the priority of bids and offers does not carry over from auction to auction.

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DESCRIPTOR(S) (1991 to Present): Contingent Pricing; Futures Pricing; option pricing (G130); General Financial Markets: Government Policy and Regulation (G180); Auctions (D440)

DESCRIPTOR(S) (Pre-1991): Capital Markets: Theory, Including Portfolio Selection, and Empirical Studies Illustrating Theory (3131); Capital Markets--Empirical Studies, Including Regulation (3132); Microeconomics--Theory of Auction Markets (0227)

?ds

Set	Items	Description
S1	23	(CONTRACT OR CONTRACTS OR CONTRACTING) (5N) (BID OR BIDS OR - BIDDING)
S2	13	(TARGET() (PRICE OR PRICES OR PRICING) OR TP OR TPS) (5N) (CO- MPUTERI? OR AUTOMATE? OR SOFTWARE OR ELECTRONIC?) OR COCOMO?
S3	139	(COST OR PRICE) () (ESTIMAT? OR PREDICT? OR FORECAST?) (5N) (C- OMPUTERI? OR AUTOMATE? OR SOFTWARE OR ELECTRONIC?)
S4	0	(PROFIT()MARGIN?) (5N) (ESTIMAT? OR PREDICT OR FORECAST?)
S5	0	S1 AND (S2 OR S3)
S6	0	S1 AND (TARGET() (PRICE OR PRICES OR PRICING))
S7	0	S1 AND (COST OR PRICE) () (ESTIMAT? OR PREDICT? OR FORECAST?)
S8	0	S1 AND (PROFIT()MARGIN?)
S9	10	S2 NOT PY>2000

9/5/1

DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.
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00125557 DOCUMENT TYPE: Review

PRODUCT NAMES: Middleware (833266)

TITLE: Managing Mission-Critical Middleware

AUTHOR: Linthicum, David S

SOURCE: Enterprise Development, v2 n6 p43(3) Jun 2000

ISSN: 1521-9518

RECORD TYPE: Review

REVIEW TYPE: Product Analysis

GRADE: Product Analysis, No Rating

Middleware, especially as used in enterprise application integration (EAI) or business-to-business (B2B) domains, has become a complex layer that rests between applications and data sources, and that requires management (just as Web servers, database servers, and file servers require management and monitoring). The middleware that requires management include **TP** monitoring, application servers, message-queuing **software** and message brokers, and different types of middleware require different approaches to management. TP monitors and application servers need monitoring and management tools to observe the well-being of their subsystems, such as resource connections, memory use, processor use, network use, and monitoring transactions. Message-queuing software also has subsystems such as messages per second (MPS), message sizing, time-in-queue that need to be monitored. Message brokers, like message-queuing software, process messages moving back and forth, but they have an advanced message-processing layer that includes intelligent routing, message transformation, and the capability to apply rules. Message brokers are new and complex, and good management layers are now just emerging.

COMPANY NAME: Vendor Independent (999999)

SPECIAL FEATURE: Charts

DESCRIPTORS: Application Servers; Communications Interfaces; Enterprise Application Integration; Integration Software; Middleware

REVISION DATE: 20010830

9/5/2

DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.
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00116329 DOCUMENT TYPE: Review

PRODUCT NAMES: Estimate Professional 2.0 Windows 95 & NT (696731); Cost Xpert 1.11 Windows 9x & NT (738492)

TITLE: Project Estimation Tools

AUTHOR: Keuffel, Warren

SOURCE: Software Development, v7 n2 p18(2) Feb 1999

ISSN: 1070-8588

HOME PAGE: <http://www.sdmagazine.com>

RECORD TYPE: Review

REVIEW TYPE: Product Comparison

GRADE: Product Comparison, No Rating

Software Productivity Centre's Estimate Professional 2.0 and Marotz's Cost Xpert 1.11 are compared project estimation tools for software developers. Estimate is still available for download as freeware, but the developer,

Steve McConnell, turned it over to SPC to improve, commercialize, and market an advanced release. Estimate runs under Windows 95 and Windows NT. Rather than requiring the developer to quantify project size as lines of code, function points, or other methods, Estimate Pro allows the user to select a measurement most effective for a project. When a size estimate is completed, the software uses Larry Putnam's Software Life Cycle Management (SLIM) and Barry Boehm's Constructive Cost Model (COCOMO) to generate estimates of project work, duration, schedule, staffing requirements, and cost. Monte Carlo simulation creates assumptions based on industry averages programmed into Estimate Professional 2.0. Cost Xpert 1.11 is part of a suite that also includes Risk Xpert and Strategy Xpert, and runs on Windows 95 and Windows NT platforms. Estimate Pro and Cost Xpert both support COCOMO, but Cost Xpert does not support SLIM. Lines of code and function points can be used to create sizing estimates, and object-oriented metrics are also supported for factoring code reuse into an estimate.

COMPANY NAME: Software Productivity Centre Inc (SPC) (620262); Marotz Inc (486183)

SPECIAL FEATURE: Charts

DESCRIPTORS: Cost Estimating; IBM PC & Compatibles; Program Development; Project Cost Estimating; Project Management; Software Cost Estimating; Windows; Windows NT/2000

REVISION DATE: 20000830

9/5/3

DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.
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00114485 DOCUMENT TYPE: Review

PRODUCT NAMES: Hitachi TPBroker 3.1 (727601)

TITLE: Break Even With TP Broker

AUTHOR: Deats, Ken

SOURCE: HP Professional, v12 n12 p8(1) Dec 1998

ISSN: 0986-145X

HOME PAGE: <http://www.hppro.com>

RECORD TYPE: Review

REVIEW TYPE: Product Analysis

GRADE: Product Analysis, No Rating

Hitachi Software Engineering America's TP Broker 3.1, a middleware-based Common Object Request Broker Architecture (CORBA) and OTS 1.1-compliant transaction manager, is a re-engineered version of Open TP1. TP Broker 1.1 provides a transaction processing application based on an object model rather than on a procedural model. With TP Broker, users can gradually migrate applications into three-tier models and preserve co-existence with legacy applications. TP Broker provides support for C++ clients and servers, and supports Sun Microsystems' Java Transaction Service. The software allows developers to code transactional client/server applications in Java. Object Transaction Service (OTS 1.1) functions are also provided, including standard interface-compliant IDLs, indirect/direct transaction context management, and implicit/explicit transaction propagation in C++ and Java environments. With support for X/Open XA interfaces, TP Broker also allows connectivity to commercial databases, including Oracle, Microsoft SQL Server, and Informix. Hitachi's approach is significantly different than that of other middleware vendors, says the company, and aims to reduce the work required for a programmer to connect two applications and to reduce life cycle cost. TP Broker's Notification Service is designed to send structured CORBA event data on the fly from a CORBA application object, and to then issue the information to one or multiple CORBA object users who need the information.

COMPANY NAME: Hitachi Computer Products (America) Inc (722642)
SPECIAL FEATURE: Charts
DESCRIPTORS: C++; Distributed Processing; Integration Software; Interfaces
; Java; Middleware; Network Software
REVISION DATE: 20020819

9/5/4

DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.
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00112541 DOCUMENT TYPE: Review

PRODUCT NAMES: Hitachi TPBroker 3.1 (727601)

TITLE: Easing Net-Based Transactions

AUTHOR: Taschek, John
SOURCE: PC Week, v15 n49 p41(2) Dec 7, 1998
ISSN: 0740-1604

RECORD TYPE: Review
REVIEW TYPE: Review
GRADE: B

TP Broker 3.1 from Hitachi Software Engineering America is a scalable and consistent tool for corporations migrating to CORBA-based application development architectures. It offers many performance and interoperability features, though the program lacks any integrated environment tools and does not take away CORBA development headaches. TP Broker is best suited for shops that are knowledgeable in working with distributed computing architectures. The program offers stable and reliable object modeling, reliability, and consistent security and data handling tools. Complex application uses, such as transferring money from one electronic account to another within the same application, are easily handled when developing the application within TP Broker. The program's interoperability features rate very high, and developers will appreciate the ability to now compile and link objects from a client to the server, as well as linking server objects to broker object libraries. The program is somewhat difficult to use and manage.

COMPANY NAME: Hitachi Computer Products (America) Inc (722642)
SPECIAL FEATURE: Screen Layouts Charts
DESCRIPTORS: Distributed Processing; IBM PC & Compatibles; Network
Software; OLTP; OOP (Object Oriented Programming); Program Development
REVISION DATE: 20020819

9/5/5

DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.
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00111307 DOCUMENT TYPE: Review

PRODUCT NAMES: Software Cost Estimating (830353)

TITLE: 6 Steps of Software Cost Estimation

AUTHOR: Jones, Capers
SOURCE: Application Development Trends, v5 n8 p47(4) Aug 1998
ISSN: 1073-9564
HOMEPAGE: <http://www.spgnet.com>

RECORD TYPE: Review
REVIEW TYPE: Product Analysis
GRADE: Product Analysis, No Rating

Some of the most powerful commercial software cost estimation tools keep their algorithms private, considering them to be trade secrets. Only the algorithms for the **COCOMO** (constructive cost model) have been published and placed into the public domain. Generally, software estimating tools perform six generic functions, including sizing project deliverables, selecting project activities, estimating staff levels and effort, and estimating costs and schedules. The first step in a software estimate is to predict the size of the deliverables to be constructed. Older cost estimating tools, including **COCOMO**, do not include sizing logic, instead relying on the user to input the size information. A major sizing capability associated with function point metrics is the ability to predict the size of source code for any programming language. Another important predictor is to determine the number of words in a document, number of diagrams present, and any translation costs involved in translating between languages. Another sizing capability is the ability to predict the number of test cases that will be created for the application. After approximating the size of the deliverables, the next step is to list which activities will be carried out, estimate staffing levels, and estimate the software effort. The effort is the amount of human work associated with a project.

COMPANY NAME: Vendor Independent (999999)
DESCRIPTORS: Estimating; IT Management; Software Cost Estimating
REVISION DATE: 20010130

9/5/6

DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.
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00103484 DOCUMENT TYPE: Review

PRODUCT NAMES: Cactus (625671); OrderStream (671223); Prolifics 2.1 (644609); Sapphire/Web (600202)

TITLE: The Web Enterprise Has Arrived
AUTHOR: Francett, Barbara
SOURCE: Software Magazine, v17 n11 p63(4) Oct 1997
ISSN: 0897-8085
HOMEPAGE: <http://www.softwaremagazine.com>

RECORD TYPE: Review
REVIEW TYPE: Product Analysis
GRADE: Product Analysis, No Rating

Many companies are turning to transaction processing (**TP**) development **software** such as Information Builders' Cactus, Connect's OrderStream, Prolifics, A JYACC Company's Prolifics 2.1, and Bluestone's Sapphire/Web to build systems that enable World Wide Web transactions. Information Builders' Cactus was used to create an application that allows bank customers to make transactions from home. Connect's OrderStream electronic commerce application was used to build a system offering customized product information and online purchasing to customers. Prolifics 2.1 was used to create a system that allows managers to gain instant access to human resource information via company intranet. Bluestone Software's Sapphire/Web was used to create a Web site that enables customers to learn about, order, and receive products through Web downloads. Moore Document Solutions', Bank Bital's and Genentec's uses of the Web are discussed.

COMPANY NAME: Information Builders Inc (032174); Calico Commerce Inc (622648); Prolifics (626058); Hewlett-Packard Software Solutions Organization (534889)
SPECIAL FEATURE: Charts
DESCRIPTORS: EFT (Electronic Funds Transfer); Internet Marketing; Internet Utilities; OLTP; Program Development
REVISION DATE: 20030428

9/5/7

DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.
(c)2003 Info.Sources Inc. All rts. reserv.

00098918 DOCUMENT TYPE: Review

PRODUCT NAMES: Java (573744)

TITLE: Java gathering steam as future IS platform

AUTHOR: Quinlan, Tom

SOURCE: InfoWorld, v18 n52 p10(2) Dec 23, 1996

ISSN: 0199-6649

HOME PAGE: <http://www.infoworld.com>

RECORD TYPE: Review

REVIEW TYPE: Product Analysis

GRADE: Product Analysis, No Rating

Sun Microsystems' Java could be the computing industry's killer application of all time because it can possibly affect every mode of computing, from the desktop to the enterprise. Java can make just about all types of software cheaper and more compact, including networking and application **software**. The Java **TP** application programming interface (API) is under development, as is Java Database Connectivity, multimedia, communications, the Java OS, virtual machines, just-in-time compilers, Java Beans containers, and a new collection of class libraries that allow Java to compete with Windows. Therefore, Java could effectively integrate all the different elements of enterprise computing. One user at FTD, a global network of florists, says he likes Java's ability to distribute software quickly to customers without changing distribution infrastructure. Currently, FTD uses Java for sending and receiving orders, but the company looks forward to providing more services to members, and may be able to use Java for its enterprise systems as well. This was Sun Microsystems' goal with the introduction of Java in 1995, and a white paper from Sun says in five years Java will be a viable replacement for Windows for over 80 percent of desktop users. A VP of software products for JavaSoft says the introduction of the software developer's kit represents the last component needed to create a 'true operating environment.'

COMPANY NAME: Sun Microsystems Inc (385557)

SPECIAL FEATURE: Charts

DESCRIPTORS: Integration Software; Java; Program Development; Programming Languages

REVISION DATE: 20000630

9/5/8

DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.
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00069507 DOCUMENT TYPE: Review

PRODUCT NAMES: TPS 2000 Automatic Teller Machine Software (527467)

TITLE: Software Allows for In-House ATM Processing

AUTHOR: Sraeel, Holly

SOURCE: Bank Systems & Technology, v31 n9 p47(2) Sep 1994

ISSN: 1045-9472

HOME PAGE: <http://www.banktech.com>

RECORD TYPE: Review

REVIEW TYPE: Product Analysis

GRADE: Product Analysis, No Rating

Automatic teller machines (ATMs) are widely used by U.S. banks, but many banks are re-examining how they execute their transactions. A federal credit union abandoned its mainframe system in favor of a client/server system. The company used Comtrac's TPS 2000 Automatic Teller Machine processor/switch software to support the PC-based transaction processing. The software lets the bank handle all ATM transactions, including fast cash authorization, deposits, withdrawals, payments, and inquiries. The system also lets the credit union customize its ATM. Although the PC system is somewhat less expensive to run, it is difficult to determine exactly what the savings are, since the conversion was part of a larger strategic effort.

PRICE: \$30750

COMPANY NAME: Financial Data Systems (592781)
DESCRIPTORS: ATMs; Client/server; Credit Unions; Financial Institutions;
Network Software
REVISION DATE: 19950130

9/5/9

DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.
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00069324 DOCUMENT TYPE: Review

PRODUCT NAMES: Company--IBM Corp (850225); Company--Transarc Corp
(857866)

TITLE: IBM Snares Transarc to Gain Transaction Processing Edge
AUTHOR: Cole, Barb
SOURCE: Network World, v11 n34 p12(1) Aug 22, 1994
ISSN: 0887-7661
HOMEPAGE: <http://www.nwfusion.com>

RECORD TYPE: Review
REVIEW TYPE: Company

IBM recently announced plans to acquire Transarc, a developer of file sharing and transaction processing (TP) monitoring **software** . The computing giant will most likely sell a product that combines an IBM CICS TP monitor with Transarc Encina to extend TP markets. CICS TP monitors operate on most IBM operating systems (OSs), including MVS, AIX, OS/400, and OS/2. According to an industry analyst, the merger will help improve Encina and CICS profiles in the UNIX arena by adding power to the product offerings available. Users interviewed look forward to better system management, debug, and monitoring with the addition of Encina. IBM transaction processing products have limited language extensions for developers, while Transarc is developing a distributed file system compatible with Open Software Foundation (OSF) Distributed Computing Environment (DCE).

COMPANY NAME: IBM Corp (351245); Transarc Corp (479578)
DESCRIPTORS: CICS; IBM; Network Administration; Network Software; OLTP;
Software Marketing; System Monitoring; UNIX
REVISION DATE: 20020703

9/5/10

DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.
(c)2003 Info.Sources Inc. All rts. reserv.

00066939 DOCUMENT TYPE: Review

PRODUCT NAMES: Tuxedo (297); TopEnd (376434); R/3 (3866); Encina Monitor (533289)

TITLE: Traffic Control

AUTHOR: Greenbaum, Joshua

SOURCE: Information Week, v482 p58(5) Jul 4, 1994

ISSN: 8750-6874

HOME PAGE: <http://www.informationweek.com>

RECORD TYPE: Review

REVIEW TYPE: Product Analysis

GRADE: Product Analysis, No Rating

A transaction processing (TP) monitor is a traffic control **software** utility that adds management, security, interoperability, and performance to transaction-oriented client/server applications. One manufacturer's selection was the Encina TP monitor from Transarc. Encina is able to control their pilot client/server manufacturing and purchasing system, running on 100 PCs. A European bank uses Novell's Tuxedo to manage a pilot client/server system, connecting 486-based PCs to an IBM RS/6000 and Sun Sparc servers. The system is linked to a back-office batch mainframe application. Another organization uses AT&T's TopEnd TP monitor in an attempt to re-create the security of the mainframe environment. Some transaction processing applications do not require a TP monitor, such as SAP AG's R/3 integrated client/server software suite. The R/3 system itself takes care of the system and transaction management.

COMPANY NAME: BEA Systems Inc (616869); Novell Inc (344893); SAP AG (535974); Transarc Corp (479578)

SPECIAL FEATURE: Charts Graphs

DESCRIPTORS: Client/server; Computer Security; Network Administration; Network Software; OLTP; Performance Monitors; System Performance

REVISION DATE: 20030130

File 348:EUROPEAN PATENTS 8-2003/May W04
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File 349:PCT FULLTEXT 1979-2002/UB=20030529,UT=20030522
(c) 2003 WIPO/Univentio

?ds

Set	Items	Description
S1	207	(CONTRACT OR CONTRACTS OR CONTRACTING) (5N) (BID OR BIDS OR - BIDDING)
S2	645	(TARGET() (PRICE OR PRICES OR PRICING) OR TP OR TPS) (5N) (CO- MPUTERI? OR AUTOMATE? OR SOFTWARE OR ELECTRONIC?) OR COCOMO?
S3	16	(COST OR PRICE) () (ESTIMAT? OR PREDICT? OR FORECAST?) (5N) (C- OMPUTERI? OR AUTOMATE? OR SOFTWARE OR ELECTRONIC?)
S4	18	(PROFIT()MARGIN?) (5N) (ESTIMAT? OR PREDICT OR FORECAST?)
S5	1	S1(S) (S2 OR S3 OR S4)
S6	4	S1(S) (TARGET() (PRICE OR PRICES OR PRICING) OR TP OR TPS)
S7	4	S6 NOT S5
S8	5	S1(S) (COST OR PRICE) () (ESTIMAT? OR PREDICT? OR FORECAST?)
S9	5	S8 NOT (S5 OR S7)
S10	3	S1(S) (PROFIT()MARGIN?)
S11	2	S10 NOT (S5 OR S7 OR S9)

5/3,K/1 (Item 1 from file: 349)
DIALOG(R) File 349:PCT FULLTEXT
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00443714 **Image available**

SYSTEMS AND METHODS FOR EVALUATING BUILDING MATERIALS

SYSTEMES ET PROCEDES PERMETTANT D'EVALUER DES MATERIAUX DE CONSTRUCTION

Patent Applicant/Assignee:

QUICKPEN INTERNATIONAL CORP,

Inventor(s):

BROUGHTON W Curtis,

HOSLER Randal S,

Patent and Priority Information (Country, Number, Date):

Patent: WO 9834178 A1 19980806

Application: WO 98US932 19980120 (PCT/WO US9800932)

Priority Application: US 97786917 19970122

Designated States: AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES

FI GB GE GH GM GW HU ID IL IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD

MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG UZ

VN YU ZW GH GM KE LS MW SD SZ UG ZW AM AZ BY KG KZ MD RU TJ TM AT BE CH

DE DK ES FI FR GB GR IE IT LU MC NL PT SE BF BJ CF CG CI CM GA GN ML MR

NE SN TD TG

Publication Language: English

Fulltext Word Count: 10281

Fulltext Availability:

Detailed Description

Detailed Description

... costs, insurance costs, and the like. Once these costs are determined, the contractor adds a **profit margin** to the **estimated** costs and submits this with the proposal. To help in producing the **bid** estimate, the **contract** is provided with representative drawings, such as blue-prints, which illustrate the project. From these...

7/3,K/1 (Item 1 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00909239 **Image available**

**STANDARDIZING PRICE DISCOVERY AND NEGOTIATIONS IN COMMERCIAL INDUSTRIES
WITH MULTIPLE SPECIFICATION LAYERS
NORMALISATION DE DECOUVERTE DE PRIX ET NEGOCIATIONS DANS DES BRANCHES
D'INDUSTRIE COMMERCIALES A COUCHES DE SPECIFICATIONS MULTIPLES**

Patent Applicant/Assignee:

ZEBORG INC, 90 Broad Street, 15th Floor, New York, NY 10004, US, US
(Residence), US (Nationality)

Inventor(s):

DAU Hans, 3213 Colony View Circle, Malibu, CA 90265, US,
AIVAZIS Keri Ann, 1500 Morada Place, Altadena, CA 91001, US,

Legal Representative:

YU Frederick (agent), Brown Raysman Millstein Felder & Steiner LLP, 900
Third Avenue, New York, NY 10022, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200243303 A2 20020530 (WO 0243303)

Application: WO 2001US43406 20011121 (PCT/WO US0143406)

Priority Application: US 2000252667 20001122

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU

CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR

KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ OM PH PL PT RO RU

SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZM ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 8381

Fulltext Availability:

Detailed Description

Detailed Description

... computerized means.

PRIVATE RATECARD Contracting.

Either the first or the second or subsequent rounds of **bidding** may lead to a **contract** for a particular performance or to an agreement to agree on later performances. An agreement...

...RATECARD, which may be expressed as a set 1 0 of percentages of the corresponding **Target Price** List or a set of actual dollar figures.

Figure 5 shows a flowchart for creating...

7/3,K/2 (Item 2 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00739240 **Image available**

TARGET PRICE SYSTEM FOR COMPETITIVE BID GOODS AND SERVICES

**SYSTEME DE PRIX CIBLES DE BIENS OU DE SERVICES OFFERTS DE FACON
CONCURRENTIELLE**

Patent Applicant/Assignee:

TALUS SOLUTIONS INC, Suite 300, 650 Castro Street, Mountain View, CA
94041, US, US (Residence), US (Nationality)

Inventor(s):

BOYD Dean, Suite 300, 650 Castro Street, Mountain View, CA 94041, US

GUARDINO Thomas, Suite 300, 650 Castro Street, Mountain View, CA 94041, US

GORDON Mark, Suite 300, 650 Castro Street, Mountain View, CA 94041, US

PURANG Mudita, Suite 300, 650 Castro Street, Mountain View, CA 94041, US

ANDERSON Jorgen, Suite 300, 650 Castro Street, Mountain View, CA 94041, US

KRISHNAMURTHY Prabhakar, Suite 300, 650 Castro Street, Mountain View, CA 94041, US

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YANG Feng, Suite 300, 650 Castro Street, Mountain View, CA 94041, US

NANDIWADA Ravi, Suite 300, 650 Castro Street, Mountain View, CA 94041, US

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MONTEIRO Brian, Suite 300, 650 Castro Street, Mountain View, CA 94041, US

COOK Greg, Suite 300, 650 Castro Street, Mountain View, CA 94041, US

HAAS Steve, Suite 300, 650 Castro Street, Mountain View, CA 94041, US

Legal Representative:

NEEDLE William H, Needle & Rosenberg, P.C., The Candler Building, Suite 1200, 127 Peachtree Street, N.E., Atlanta, GA 30303-1811, US

Patent and Priority Information (Country, Number, Date):

Patent: WO 200052605 A1 20000908 (WO 0052605)

Application: WO 2000US5846 20000303 (PCT/WO US0005846)

Priority Application: US 99123345 19990305; US 99122958 19990305; US 2000178501 20000127

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK

DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR

LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ

TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 18826

Fulltext Availability:

Detailed Description

Claims

Detailed Description

... the production of a product or the provision of a service. Such companies often competitively **bid** against one another for a **contract** to perform work for a third party. In making a **bid** for a **contract** or to provide a certain set of products or services, the goal is to...

...will be obtained if the bid is won at that price, or bid a

It)
" **target price** " for the given contract.

In order to make a satisfactory **bid** to obtain a **contract** or other agreement for the provision of a product or service, a company must evaluate...

...These typical 4 "Cost-of-service" based bidding systems compute a price floor or minimum **bid** for a prospective **contract** or other agreement based on the cost of delivering the products or services and the...

...profit achieved if the bid is won. This guidance can only be provided if a **target price** is established that balances the likelihood of winning the bid with the profit achieved if...

...a corresponding contribution margin curve for the bid based on the cost

of completing the **contract** as a function of **bid price**. The products of these two curves produces the expected contribution curve as ...The bid price corresponding to the peak value of this expected contribution curve is the **target price**, or optimal bid price, for that particular bid.

An important aspect of the TPS is...

...See Predictor.

"Bid Status": Bid status specifies the current stage of negotiation for a given **contract**. Bid status currently supported by the **Target Pricing** system include.

"Under Construction": Account executive is in the process of putting the bid together...

Claim

... name of data base and, where practicable, search terms used)

Proquest

search term: regression analysis, **bidding**, **contracts**, competitive price, statistical tools.

C. DOCUMENTS CONSIDERED TO BE RELEVANT

Category* Citation of document, with...

7/3,K/3 (Item 3 from file: 349)

DIALOG(R) File 349:PCT FULLTEXT

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00552859 **Image available**

TECHNIQUES FOR TRADING COMMODITIES ON A PRIVATE TRADING SYSTEM AND NOT REGULATED BY THE GOVERNMENT

TECHNIQUES DE TRANSACTIONS COMMERCIALES AVEC DES PRODUITS AU COMPTANT DANS UN SYSTEME COMMERCIAL PRIVE NON REGULE PAR LE GOUVERNEMENT

Patent Applicant/Assignee:

TALFX INC,
ADAMS David T,
FRANKFORT George,
MACIVER Donald A,

Inventor(s):

ADAMS David T,
FRANKFORT George,
MACIVER Donald A,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200016232 A1 20000323 (WO 0016232)

Application: WO 99US21008 19990915 (PCT/WO US9921008)

Priority Application: US 98100407 19980915

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CZ DE DK DM

EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KR KZ LC LK LR LS LT

LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT

TZ UA UG US UZ VN YU ZA ZW GH GM KE LS MW SD SL SZ TZ UG ZW AM AZ BY KG

KZ MD RU TJ TM AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE BF

BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

Publication Language: English

Fulltext Word Count: 77002

Fulltext Availability:

Claims

Claim

... 111M., Im =11 I I n' Min I 2M., -Z"M *X1

SC History

Sales **Contract** M C99060000003

Bid At B990600000006

Offer At 0990600000014

60100407

Buyer viewed user Ct;@ge...
Kune F-Foi@s- tp -rlce FSia-tus F
F No Rob, Fow
C99060000003 \$420 FNV r 19 -Or@220924...

7/3,K/4 (Item 4 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00280318 **Image available**

**METHODS AND APPARATUS RELATING TO THE FORMULATION AND TRADING OF RISK
MANAGEMENT CONTRACTS**

**PROCEDE ET APPAREIL DESTINES A L'ETABLISSEMENT ET A LA NEGOCIATION DES
CONTRATS DE GESTION DE RISQUES**

Patent Applicant/Assignee:

SHEPHERD Ian Kenneth,

Inventor(s):

SHEPHERD Ian Kenneth,

Patent and Priority Information (Country, Number, Date):

Patent: WO 9428496 A1 19941208

Application: WO 93AU250 19930528 (PCT/WO AU9300250)

Priority Application: WO 93AU250 19930528

Designated States: AT AU BB BG BR CA CH CZ DE DK ES FI GB HU JP KP KR KZ LK
LU MG MN MW NL NO NZ PL PT RO RU SD SE SK UA US VN AT BE CH DE DK ES FR
GB GR IE IT LU MC NL PT SE BF BJ CF CG CI CM GA GN ML MR NE SN TD TG

Publication Language: English

Fulltext Word Count: 41169

Fulltext Availability:

Claims

Claim

... 30.770) (30.770) (16

x Applic. Entitle. Exchange Rates

..... CJE CWOKY Not. Cuff.

Base **contract bid** Price (in Product Denom. terms) Po- 34.110

Net Present Value (at 9.90 % p.a. go 29.220

+ Flat Commission (..... 1. I (0/9 No 0.320

= **Contract Bid** Price (in Product Denozo. terms) so 29.540

x Applic. Consid. Exchange Rates (.

.(..... cuffency Nat. CWT.

Contract Bid Price (in OP requested terms) (11'applic.) F 29.540

Implied Base 'Margin' on Contract...0000 56.463 (222.@

z Applic. Entitle. Exchange Rates

..... C/E Currency Nat. Curt.

Base **contract bid** price (in Product Denom. terms) 69.432

Net Present Value (at 9.90% P.st ... 10. 54.630 44.

+ Flat Commission (..... 1.00% 00- 0.550

= **Contract Bid** Price (in Product Denom. terms) 11110- 55.180

x Applic. Comild. Exchange Rates (.

..... C/E Currency Nat.

Curt.

Contract Bid Price (in OP requested terms) (if applic.) 55.180 Ir

Implied Base 'Margin' on Contract...1.0000 57.790 (223. x Applic.

Entitle. Exchange Rates

..... CIE Cwreny Nat. Cuff.

Base **contract bid** price (in Product Denom. terms) 66.200

Net Pr*sent Value (sit 8.50% P...

...Product Denom. terms) op- 55.390

x Applic. Consid. Exchange Rates

..... CtE Cuffency Nat. Curr.

Contract Bid Price (in OP iequested terms) (if applic.) 55.390 1

Implied Base 'Margin' an Contract...5-s.000) (55.000)

00943767 **Image available**

**SYSTEM, METHOD AND COMPUTER PROGRAM PRODUCT FOR A SUPPLY CHAIN MANAGEMENT
SYSTEME, PROCEDE ET PRODUIT PROGRAMME INFORMATIQUE CONCUS POUR UNE GESTION
DE CHAINE D'APPROVISIONNEMENT**

Patent Applicant/Assignee:

RESTAURANT SERVICES INC, Two Alhambra Plaza, Suite 500, Coral Gables, FL
33134-5202, US, US (Residence), US (Nationality), (For all designated
states except: US)

Patent Applicant/Inventor:

HOFFMANN George Harry, Restaurant Services, Inc., Two Alhambra Plaza,
Suite 500, Coral Gables, FL 33134-5202, US, US (Residence), US
(Nationality), (Designated only for: US)
BURK Michael James, Restaurant Services, Inc., Two Alhambra Plaza, Suite
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(Designated only for: US)
MENNINGER Anthony Frank, Restaurant Services, Inc., Two Alhambra Plaza,
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(Nationality), (Designated only for: US)
GREENE Edward Arthur, Restaurant Services, Inc., Two Alhambra Plaza,
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(Nationality), (Designated only for: US)
SMITH Mark Alan, Restaurant Services, Inc., Two Alhambra Plaza, Suite
500, Coral Gables, FL 33134-5202, US, US (Residence), US (Nationality),
(Designated only for: US)
TOMAS-FLYNN Martha Helen, Restaurant Services, Inc., Two Alhambra Plaza,
Suite 500, Coral Gables, FL 33134-5202, US, US (Residence), US
(Nationality), (Designated only for: US)
REECE Debra Gayle, Restaurant Services, Inc., Two Alhambra Plaza, Suite
500, Coral Gables, FL 33134-5202, US, US (Residence), US (Nationality),
(Designated only for: US)
SECHRIST Daniel, Restaurant Services, Inc., Two Alhambra Plaza, Suite
500, Coral Gables, FL 33134-5202, US, US (Residence), US (Nationality),
(Designated only for: US)
EKEY Diane Karen, Restaurant Services, Inc., Two Alhambra Plaza, Suite
500, Coral Gables, FL 33134-5202, US, US (Residence), US (Nationality),
(Designated only for: US)
RUEFF Mark Patrick, Restaurant Services, Inc., Two Alhambra Plaza, Suite
500, Coral Gables, FL 33134-5202, US, US (Residence), US (Nationality),
(Designated only for: US)
BARNETT John B, Restaurant Services, Inc., Two Alhambra Plaza, Suite 500,
Coral Gables, FL 33134-5202, US, US (Residence), US (Nationality),
(Designated only for: US)
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(Nationality), (Designated only for: US)
FOURAKER William Vance, Restaurant Services, Inc., Two Alhambra Plaza,
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(Nationality), (Designated only for: US)
HYATT James F II, Restaurant Services, Inc., Two Alhambra Plaza, Suite
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(Designated only for: US)
DIAZ Adriana Maria, Restaurant Services, Inc., Two Alhambra Plaza, Suite
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(Designated only for: US)
KIRSHENBAUM Laurence Joseph, Restaurant Services, Inc., Two Alhambra
Plaza, Suite 500, Coral Gables, FL 33134-5202, US, US (Residence), US
(Nationality), (Designated only for: US)
BESSETTE Robert John, Restaurant Services, Inc., Two Alhambra Plaza,

Detailed Description

... their supplier domain. Sets access
permissions for users in their domains.
Headquarters: Passive View item **forecasts** and historical sales and
usage
Marketing for corporate level and for plants below corporate
Procurement...

9/3,K/2 (Item 2 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00863793 **Image available**

AUTOMATED COMPETITIVE BIDDING SYSTEM AND PROCESS

SYSTEME ET PROCEDE AUTOMATISES DE DEMANDES DE SOUMISSIONS CONCURRENTIELLES

Patent Applicant/Inventor:

KHALIDI Tariq, Suite 211, 2893 Sunrise Boulevard, Rancho Cordova, CA
95742, US, US (Residence), US (Nationality)

Legal Representative:

KRETEN Bernhard (agent), Bernhard Kreten, Esq. & Associates, Suite 245,
77 Cadillac Drive, Sacramento, CA 95825, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200197429 A2 20011220 (WO 0197429)

Application: WO 2001US14850 20010612 (PCT/WO US0114850)

Priority Application: US 2000592087 20000612

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU

CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR

KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE

SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 13864

Fulltext Availability:

Claims

Claim

... 25 wherein said means to assess includes:

means for providing preliminary research for designing, installation,
cost

estimates , and funding requests in place;

1 5 means to create a bid package from the...

...manage contract

includes:

4 0 means for detailed bid evaluation for a responsive and. responsible
bid ;

means for **contract** negotiations and agreements;

means to issue contracts or purchase order;

means, to schedule delivery of...

9/3,K/3 (Item 3 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00837961 **Image available**

MENU DRIVEN MANAGEMENT AND OPERATION TECHNIQUE

GESTION PILOTEE PAR MENU ET TECHNIQUE DE FONCTION

9/3,K/4 (Item 4 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00833782 **Image available**

**SYSTEM AND METHOD OF PROVIDING PROJECT COST EVALUATION
SYSTEME ET PROCEDE PERMETTANT D'EVALUER LE COUT D'UN PROJET**

Patent Applicant/Assignee:

FAIRFAX EXPRESS CORP, 2060 West Colfax Avenue, Denver, CO 80204, US, US
(Residence), US (Nationality)

Inventor(s):

WEISS Arvin, 1433 Zuni Street, Denver, CO 80204, US,

Legal Representative:

ALBERT Jennifer A (et al) (agent), Hunton & Williams, 1900 K Street,
N.W., Washington, DC 20006, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200167335 A1 20010913 (WO 0167335)

Application: WO 2000US42339 20001129 (PCT/WO US0042339)

Priority Application: US 2000521103 20000307

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ

LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG

SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 8020

Fulltext Availability:

Detailed Description

Detailed Description

... individual pursuing the project. Among the cost items which may be included in the overhead **cost estimate** are costs associated with equipment rental and/or equipment upkeep, insurance costs, regulatory and permitting costs, **bid** and **contract** preparation costs, legal fees, agent commissions, and other administrative costs.

Market Evaluator sub-module 124...

9/3,K/5 (Item 5 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00762428 **Image available**

**BUILDING CONSTRUCTION BID AND CONTRACT MANAGEMENT SYSTEM, INTERNET-BASED
METHOD AND COMPUTER PROGRAM THEREFOR**

**SYSTEME D'APPEL D'OFFRES ET DE GESTION DE CONTRATS DANS LE DOMAINE DE LA
CONSTRUCTION, PROCEDE BASE SUR INTERNET ET PROGRAMME INFORMATIQUE
ASSOCIE**

Patent Applicant/Inventor:

CROOKSHANKS Rex J, 1901 Paseo del Sol, Palos Verdes Estates, CA 90274, US
, US (Residence), US (Nationality)

Legal Representative:

DULIN Jacques M (agent), Innovation Law Group, Ltd., Suite 101, 851
Fremont Avenue, Los Altos, CA 94024-5602, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200075837 A2 20001214 (WO 0075837)

Application: WO 2000US15481 20000605 (PCT/WO US0015481)

Priority Application: US 99137576 19990604; US 99163702 19991105; US

2000174989 20000107; U 0000197907 20000413

Designated States: AU BG BR BY CA CN CZ CZ (utility model) EE (utility model) GE HR HU ID IL IN JP KG KP KR KR (utility model) KZ LT LV MD MK MX NO NZ PL RO RU SG SI SK SK (utility model) TJ TM TR UA US UZ VN YU ZA (EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

Publication Language: English

Filing Language: English

Fulltext Word Count: 22042

Fulltext Availability:

Detailed Description

Detailed Description

... year.

A substantial portion of the cost of construction is due to the expenses of **cost estimation**, the administration of the **bidding** process, **contract** and sub-**contract** management, generating documentation needed for financing, and allowances for contingencies. In addition,

I

major cost increments are frequently experienced due to errors in **cost estimation**, mistakes in bidding, and in dispute resolution with respect to contract obligations, performance responsibility and...

...of lost economic value to society.

A particular problem in the traditional approach to construction **contract bidding**, **cost estimation**, and management of contingencies stems from the inability to sufficiently detail the often expensive and

...

?

11/3,K/1 (Item 1 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00957113 **Image available**

**DERIVATIVE SECURITIES AND SYSTEM FOR TRADING SAME
TITRES DERIVES ET LEUR SYSTEME DE VENTE**

Patent Applicant/Assignee:

DELTA RANGERS INC, 616 Euclid Avenue, Birmingham, AL 35213, US, US
(Residence), US (Nationality), (For all designated states except: US)

Patent Applicant/Inventor:

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WINSTON Evan J, 12 Stuyvesant Oval #10F, New York, NY 10009, US, US

(Residence), US (Nationality), (Designated only for: US)

Legal Representative:

COULSON Lesley L (agent), Morgan Lewis & Bockius LLP, 1800 M Street,
N.W., Washington, DC 20036-5869, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200291272 A1 20021114 (WO 0291272)

Application: WO 2001US11748 20010504 (PCT/WO US0111748)

Priority Application: WO 2001US11748 20010504

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ

LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG

SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 12142

Fulltext Availability:

Claims

Claim

... feature as compared to Exchange Traded Options, which frequently trade
with a significant markup from **bid** to ask. Traders can price **contracts**
accordingly to effectively build in a **profit margin**.

The embodiments of the present invention discussed above encompass a
trading system whereby traders can...

11/3,K/2 (Item 2 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00899532 **Image available**

**METHODS AND APPARATUS FOR FORMULATION, INITIAL PUBLIC OR PRIVATE OFFERING,
AND SECONDARY MARKET TRADING OF RISK MANAGEMENT CONTRACTS**

**PROCEDES ET SYSTEME POUR LA FORMULATION DE PREMIERES OFFRES PUBLIQUES OU
PRIVEES ET LA NEGOCIATION DE MARCHE SECONDAIRE POUR DES CONTRATS DE
GESTION DE RISQUES**

Patent Applicant/Assignee:

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(Residence), US (Nationality)

Inventor(s):

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File 2:INSPEC 1969-2003/ W4
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File 65:Inside Conferences 1993-2003/May W4
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(c) 2003 The HW Wilson Co.
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(c) 2003 Info. Today Inc.
File 583:Gale Group Globalbase(TM) 1986-2002/Dec 13
(c) 2002 The Gale Group
File 474:New York Times Abs 1969-2003/May 31
(c) 2003 The New York Times
File 475:Wall Street Journal Abs 1973-2003/May 30
(c) 2003 The New York Times

?ds

Set	Items	Description
S1	4899	(CONTRACT OR CONTRACTS OR CONTRACTING) (5N) (BID OR BIDS OR - BIDDING)
S2	341	(TARGET() (PRICE OR PRICES OR PRICING) OR TP OR TPS) (5N) (COMPUTERI? OR AUTOMATE? OR SOFTWARE OR ELECTRONIC?) OR COCOMO?
S3	1521	(COST OR PRICE) (ESTIMAT? OR PREDICT? OR FORECAST?) (5N) (COMPUTERI? OR AUTOMATE? OR SOFTWARE OR ELECTRONIC?)
S4	82	(PROFIT()MARGIN?) (5N) (ESTIMAT? OR PREDICT OR FORECAST?)
S5	0	S1 AND (S2 OR S3 OR S4)
S6	2	S1 AND (TARGET() (PRICE OR PRICES OR PRICING) OR TP OR TPS)
S7	2	RD (unique items)
S8	16	S1 AND (COST OR PRICE) (ESTIMAT? OR PREDICT? OR FORECAST?)
S9	16	S8 NOT S7
S10	14	S9 NOT PY>2000
S11	14	RD (unique items)
S12	10	S1 AND (PROFIT()MARGIN?)
S13	10	S12 NOT (S7 OR S11)
S14	8	S13 NOT PY>2000
S15	8	RD (unique items)

7/5/1 (Item 1 from file 583)
DIALOG(R)File 583:Gale Group Globalbase(TM)
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09311427

Rolls-Royce and Snecma close to decision on joint A400M engine bid

EUROPE: R-R/SNECMA TO PLACE JOINT **CONTRACT BID**

Flight International (FIL) 13/19 Jun 2000 p.7

Language: ENGLISH

It has been revealed that Rolls-Royce (R-R) is considering placing a joint bid with Snecma for A400 transport aircraft powerplant. Airbus Military Company has set a deadline of the end of June 2000 to receipt of **bids** for the **contract**. Both R-R and Snecma have already placed independent bids. R-R has proposed the BR700- **TP** and Snecma is heading a consortium of MTU (Germany), FiatAvio (Italy) and ITP (Spain), which has proposed the M138. It is believed that R-R and Snecma are now attempting to integrate both options for their joint bid. Airbus is only likely to accept a joint bid if it does not push up the overall cost of the programme.

COMPANY: ITP; FIATAVIO; MTU; AIRBUS MILITARY COMPANY; SNECMA; ROLLS-ROYCE

EVENT: Company Formation (14); Capital Expenditure (43); Use of
Materials & Supplies (46);

COUNTRY: European Community (4EC);

7/5/2 (Item 2 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)

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09226482

Le franXais H2A dZcolle/

MOROCCO: H2A HAS PROJECTS IN CALL CENTRES

L'Usine Nouvelle (LNW) 13 Jan 2000 p.51

Language: FRENCH

H2A has joined forces with the Moroccan telemarketing specialist, Cybercom, in an attempt to be stronger in tender **bids**. The tandem is currently negotiating **contracts** with the foreign trade bank, BMCE and the Wafa Bank. The French telemarketing company, H2A, the third largest call centre operator in France, supplies the 'human' element of call centre platforms, including the operation, training, and management on a day-to-day basis. A successful contract with <French pay TV programme> **TPS**, and the supply not included in the Moroccan telephone operator's specifications, helped H2A win a contract with Maroc Telecom. The first unit (100 positions) will be operational in Casablanca in the end of the first quarter of 2000, and H2A is expected to install 15 platforms worth 150 positions each by mid-2001 for Maroc Telecom. The contract is worth FFr 20mn for H2A, while the French and British software and computer engineering company, Sema Group, handles the technical aspects, a contract worth some FFr 10mn. H2A recently bought the Swiss company which manages 60% of France T21Zcom Mobile's satisfaction surveys (45% one month ago). The company, worth a turnover of FFr 40mn, has developed a Euro Call Centre to handle the questions on the Euro issue by customers in a dozen large banks in Europe. The unit will total up to 200 people in 2001 compared to a staff of 40 today.

COMPANY: MAROC TELECOM; H2A; CYBERCOM

PRODUCT: Telephone Communications (4811);

EVENT: Company Formation (14); Marketing Procedures (24); Production
Management (23); Use of Materials & Supplies (46);

COUNTRY: France (4FRA); Switzerland (5SWI); Morocco (7MOR);

11/5/1 (Item 1 from file: 2)

DIALOG(R)File 2:INSPEC

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6543016 INSPEC Abstract Number: B2000-05-8110B-013

Title: A profit-based unit commitment GA for uncertain price and demand forecasts

Author(s): Richter, C.W., Jr.; Sheble, G.B.

Author Affiliation: Dept. of Electr. & Comput. Eng., Iowa State Univ., Ames, IA, USA

Conference Title: Proceedings of the 30th North American Power Symposium
p.376-81

Publisher: Cleveland State Univ, Cleveland, OH, USA

Publication Date: 1998 Country of Publication: USA 495 pp.

Material Identity Number: XX-1998-02104

Conference Title: Proceedings of 30th North American Power Symposium

Conference Date: 19-20 Oct. 1998 Conference Location: Cleveland, OH, USA

Language: English Document Type: Conference Paper (PA)

Treatment: Theoretical (T)

Abstract: As the electrical industry restructures, many of the traditional algorithms for controlling generating units need modification or replacement. Previously utilized to schedule generation units in a manner that minimizes costs while meeting all demand, the unit commitment (UC) algorithm must be updated. A UC algorithm that maximizes profit will play an essential role in developing successful bidding strategies for the competitive generator. Simply **bidding** to win **contracts** is insufficient; **bidding** strategies must result in **contracts** that, on average, cover the total generation costs. No longer guaranteed to be the only electricity supplier, a generation company's share of the demand will be more difficult to predict than in the past. Removing the obligation to serve softens the demand constraint giving the generator additional flexibility in scheduling units. In this paper the authors-provide a price/profit-based UC formulation which considers the softer demand constraint and allocates fixed and transitional costs to the scheduled hours. The authors describe a genetic algorithm solution to this new UC problem. The algorithm uses hourly demand and **price forecasts** as inputs. We recognize that these forecasts may be uncertain, and so we describe extensions to the UC GA needed to handle these 'fuzzy' demand and **price forecasts**. (24 Refs)

Subfile: B

Descriptors: electricity supply industry; genetic algorithms; power generation scheduling

Identifiers: profit-based unit commitment; uncertain **price forecasts**; uncertain demand forecasts; genetic algorithms; electrical industry restructuring; generation units scheduling; costs minimization; unit commitment algorithm; bidding strategies; competitive generator; total generation costs; price/profit-based UC formulation; fuzzy demand forecasts; fuzzy price forecasts; Monte Carlo simulation

Class Codes: B8110B (Power system management, operation and economics); B8200 (Generating stations and plants); B0260 (Optimisation techniques)

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11/5/2 (Item 2 from file: 2)

DIALOG(R)File 2:INSPEC

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4679686 INSPEC Abstract Number: C9407-7160-002

Title: Using XCELL+ in the preparation of a contracting bid

Author(s): Stapleton, L.E.; Levary, R.R.

Author Affiliation: McDonnell Aircraft Co., St. Louis, MO, USA

Journal: Industrial Engineering vol.26, no.4 p.44-5, 48-9

Publication Date: April 1994 Country of Publication: USA

CODEN: IDLEB9 ISSN: 0019-8234

Abstract: XCELL+ is a menu-driven simulator program that uses symbolic graphics to represent the components of a factory assembly line. Preparation of a **contracting bid** involves estimation of both manufacturing cost and delivery time for a required quantity of a product. XCELL+ can be used to estimate the manufacturing cost of new products even when those products are substantially different from any product produced in the past. By using such simulators, a simulation model can be developed in a relatively short period of time. A what-if analysis of the simulation model can provide acceptable estimates of manufacturing cost and delivery time for required quantities of a new product. The estimates can be made based on manufacturing capacity constraints. For these reasons, menu-driven simulators designed to simulate manufacturing processes can enhance the ability of production managers to provide the contracting department with those estimates needed in preparing **contracting bids** for the production of a new product. (4 Refs)

Subfile: C

Descriptors: assembling; contracts; digital simulation; engineering graphics; manufacturing data processing; user interfaces

Identifiers: XCELL+; **contracting bid** preparation; menu-driven simulator program; symbolic graphics; factory assembly line; manufacturing **cost estimation**; delivery time estimation; what-if analysis

Class Codes: C7160 (Manufacturing and industry); C6130B (Graphics techniques); C6180 (User interfaces)

11/5/3 (Item 3 from file: 2)

DIALOG(R) File 2:INSPEC

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03429087 INSPEC Abstract Number: C89052001

Title: **Using simulators to teach emergency vehicle operation**

Author(s): Thomas, S.D.

Author Affiliation: State of California Commission on Peace Officer Standards & Training, Sacramento, CA, USA

Conference Title: Simulation in Emergency Management and Technology. Proceedings of the SCS Western Multiconference 1989 p.19-22

Publisher: SCS, San Diego, CA, USA

Publication Date: 1989 Country of Publication: USA x+126 pp.

Conference Date: 4-6 Jan. 1989 Conference Location: San Diego, CA, USA

Language: English Document Type: Conference Paper (PA)

Treatment: Applications (A)

Abstract: Presents the progress made by the California Commission on Peace Office Standards and Training (POST) towards the development of a law enforcement driver training simulation system (LEDTSS). As a result of a perceived need for more realistic and effective driver training, the Commission identified law enforcement driver training as a top priority. A study was subsequently completed on the feasibility of the use of simulation systems for law enforcement driver training. This study concluded that existing simulator technology has reached the stage where it could readily be adapted to driver training simulation systems. After a competitive **bidding** process, a **contract** was awarded to Hughes Aircraft to conduct a two-phased front-end analysis study of a law enforcement driver training simulation system. The first study phase includes an analysis of the training objectives unique to emergency vehicle training and the identification of potential simulation systems capable of meeting these training requirements. The second phase of the study provides specifications and **cost estimates** to construct a LEDTSS. (2 Refs)

Subfile: C

Descriptors: computer aided instruction; digital simulation; emergency services; police data processing; training; vehicles

Identifiers: teaching; simulators; emergency vehicle operation; California Commission on Peace Office Standards and Training; law

enforcement driver training simulation system; two-phased front-end analysis study; training objectives; specifications; **cost estimates**
Class Codes: C7810C (Computer-aided instruction); C7130 (Public administration)

11/5/4 (Item 4 from file: 2)

DIALOG(R) File 2:INSPEC

(c) 2003 Institution of Electrical Engineers. All rts. reserv.

03203697 INSPEC Abstract Number: C88049733

Title: A bidding simulation for training estimators

Author(s): King, M.

Author Affiliation: Loughborough Univ. of Technol., UK

Journal: Journal of the Operational Research Society vol.39, no.6

p.517-25

Publication Date: June 1988 Country of Publication: UK

CODEN: JORSZD ISSN: 0160-5682

U.S. Copyright Clearance Center Code: 0160-5682/88/\$3.00+0.00

Language: English Document Type: Journal Paper (JP)

Treatment: Practical (P)

Abstract: A simulation for training estimators and managers is described. The game simulates a bidding situation in the construction industry, with the participants split into teams which **bid** against each other for government **contracts**. The contracts are differentiated in terms of workload implications and location, and the teams are encouraged to use discriminating bidding strategies. The **cost estimates** provided include substantial uncertainty, and the teams can purchase more accurate estimates as well as buying competitive information. As a result of playing the game, participants appreciated the importance of expenditure on estimates, keeping good records, and using simple bidding models. (12 Refs)

Subfile: C

Descriptors: commerce; game theory; training

Identifiers: game theory; bidding simulation; training; estimators; managers; construction industry; government contracts

Class Codes: C1140E (Game theory); C1290D (Economics and business); C1290J (Education)

11/5/5 (Item 5 from file: 2)

DIALOG(R) File 2:INSPEC

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01699545 INSPEC Abstract Number: C81021368

Title: Naval ship production: a claim settled and a framework built

Author(s): Cooper, K.G.

Author Affiliation: Pugh-Roberts Associates, Cambridge, MA, USA

Journal: Interfaces vol.10, no.6 p.20-36

Publication Date: Dec. 1980 Country of Publication: USA

CODEN: INFAC4 ISSN: 0092-2102

Language: English Document Type: Journal Paper (JP)

Treatment: Applications (A); Practical (P)

Abstract: Program overruns, contract disputes, and legal confrontation between defense contractors and the government escalated seriously over the 1970s. The author led the development and application of a computer simulation model to resolve a \$500 million ship builder claim against the US Navy. Ingalls Shipbuilding now has extended the model to aid strategic decision making in managing its shipyard operations. Each phase of several shipbuilding programs-acquisition and utilization of manpower, scheduling and performance of work, and managerial decisions throughout the program-can be accurately simulated. Executives find it valuable as a test bed for evaluating the consequences of alternative policies in **bidding** and marketing, **contract** management, program work scheduling, resource management, and **cost forecasting**. Also, it provides a needed technique in the avoidance of contractor claims. (2 Refs)

Subfile: C
Descriptors: digital simulation; management; ships
Identifiers: computer simulation model; Ingalls Shipbuilding; strategic decision making; shipyard operations; manpower; scheduling; managerial decisions; bidding; marketing; contract management; resource management; **cost forecasting**
Class Codes: C7160 (Manufacturing and industry)

11/5/6 (Item 1 from file: 35)
DIALOG(R)File 35:Dissertation Abs Online
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01733383 ORDER NO: AADAA-I9956170
Model development for cost-plus-time bidding applied to Florida Department of Transportation highway construction

Author: Shr, Jin-Fang
Degree: Ph.D.
Year: 1999
Corporate Source/Institution: The University of Wisconsin - Madison (0262)
Supervisor: Jeffrey S. Russell
Source: VOLUME 61/02-B OF DISSERTATION ABSTRACTS INTERNATIONAL.
PAGE 976. 176 PAGES
Descriptors: ENGINEERING, CIVIL ; TRANSPORTATION ; ECONOMICS, COMMERCE-BUSINESS
Descriptor Codes: 0543; 0709; 0505

To effectively meet the growing need for additional usable highway, attention is shifting from the building of new transportation facilities to the resurfacing, rehabilitation, and restoration of existing highways. Typically, these projects are undertaken in heavily urbanized areas, causing traffic congestion during the construction period. This congestion caused by construction not only poses severe inconvenience to the traveling public, but also negatively affects the business community. With such a premium placed on construction time, many of this country's State Highway Agencies (SHAs) have begun to implement alternative construction procedures in an attempt to reduce project duration. A variety of **contracting** and **bidding** methods have been introduced in the United States over the last several years that specifically address reduction of construction times. The most popular methods are: (1) Bidding on cost-plus-time (A + B); (2) Incentive/disincentive (I/D); and (3) Bidding on cost-plus-time combined with incentive/disincentive (A + B + I/D). Each of these innovative methods considers the value of time. Due to the significant impact of the value of time, schedulers are required to become more efficient in estimating the construction times.

Currently, most SHAs and contractors use traditional methods. However, more exact time estimates and closer **cost predictions** are necessary to enable the use of these innovative methods. This research will explore the following topics. For the Florida Department of Transportation (FDOT) (1) how to determine a reasonable range of B in an A + B contract, and (2) how to determine a maximum incentive and maximum days of incentive in an I/D contract. For contractors interested in FDOT projects, (1) what is the best strategy to determine a **bid** price in an I/D **contract**, and (2) what is the best strategy to determine a bid price using an A + B + I/D contract. Data from the Florida Department of Transportation (FDOT) are used to verify models to respond to the topics above.

11/5/7 (Item 2 from file: 35)
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915884 ORDER NO: AAD86-10161

**PROVIDING INCENTIVES FOR BUDGET COST FORECASTING (PREDICTION,
UNCERTAINTY ELICITATION)**

Author: OSBAND, KENT HAROLD

Degree: PH.D.

Year: 1985

Corporate Source/Institution: UNIVERSITY OF CALIFORNIA, BERKELEY (0028)

Source: VOLUME 47/03-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 1018. 141 PAGES

Descriptors: ECONOMICS, THEORY

Descriptor Codes: 0511

The dissertation examines contractual schemes for eliciting information about an uncertain outcome. Such information is requested regularly in the course of central planning, government contracting, risk-analysis, exchange-rate prediction, weather forecasting, and in a variety of other contexts. In the basic framework, the agent, usually a manager, knows the probability distribution of a random variable (say, "project cost", or "achievement output"), or perceives an unknown outcome as if it were a random variable with this distribution. The planner "principal" wants to obtain some summary measures of this information. After the reports are made, the outcome will be observed by both parties. The planner's problem is to devise a compensation scheme providing positive incentives to the manager to reveal his beliefs truthfully. Such a scheme is called a proper scoring rule.

The dissertation provides a virtually complete characterization of proper scoring rules for a broad class of probability indicators, thereby unifying and extending previous work on scoring rules. Some practical complications confronting potential users of these schemes are explored, including conditional project acceptance, risk-aversion, cost-padding dangers, multi-attribute evaluation, multi-agent **bidding**, and multi-period **contracting**. In addition, agent learning costs are incorporated into the model, allowing for the derivation of optimal contracts and explicit consideration of the costs of agency.

11/5/8 (Item 1 from file: 99)

DIALOG(R)File 99:Wilson Appl. Sci & Tech Abs

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1144192 H.W. WILSON RECORD NUMBER: BAST94012746

City can erase low-bid error

ENR v. 232 (Jan. 10 '94) p. 34

DOCUMENT TYPE: Feature Article ISSN: 0891-9526 LANGUAGE: English

RECORD STATUS: New record

ABSTRACT: A Massachusetts court has ruled that the city of Boston was entitled to correct an obvious clerical error in a low **bid** for a municipal **contract** to repair the North Washington Street Bridge. Although the court stated that the city should not have deleted the item in question after the bids were opened on account of the erroneous submitted **price estimate**, it concluded that the action was harmless.

DESCRIPTORS: Letting of contracts; Municipal contracts;

11/5/9 (Item 1 from file: 233)

DIALOG(R)File 233:Internet & Personal Comp. Abs.

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00086409 8418097

Constructive computing

Levin, Paul

PC: The Independent Guide to IBM Personal Computers, Mar 06 1984, v3
n4 p293-295, 2 pages

ISSN: 0745-2500

Languages: English

Document Type: Article

Geographic Location: United States

Presents an overview of IBM Personal Computer's applications for contractors. Mentions estimating and **bidding**, payroll and accounting, **contract** administration, communications and more.

Descriptors: IBM Personal Computer; * **Cost Estimation** ; *Engineering

11/5/10 (Item 2 from file: 233)

DIALOG(R)File 233:Internet & Personal Comp. Abs.

(c) 2003 Info. Today Inc. All rts. reserv.

00027088 8133081

Bid fast, bid smart to win that contract

Goldsmith, W.B.

Personal Computing , Sep 1981 , v5 n7 p25-28+ , 6 pages

ISSN: 0192-5490

Languages: English

Document Type: Article

Program Listing in BASIC

Geographic Location: United States

Presents a business applications program in SWTPC BASIC 2.0 that can be used to provide a multiple-page breakout of costs. Includes sample pages and comments on the operation of the program.

Descriptors: Business; *SWTPC; **Cost Estimation**

11/5/11 (Item 1 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)

(c) 2002 The Gale Group. All rts. reserv.

09049252

Waste management: Shahbaz wants French firm to get contract

PAKISTAN: SOLID WASTE MANAGEMENT CONTRACT, CGEA

Daily Dawn (AMN) 16 Jan 1999

Language: ENGLISH

The Metropolitan Corporation of Lahore (MCL) was directed by Chief Minister of Punjab, Pakistan to give the solid waste management contract to Messrs CGEA of France. Messrs CGEA **bid** for the **contract** for a tender by MCL. CGEA is required to collect 2,200 to 2,800 tonnes of waste and clean up Punjab daily under the contract. The order was given in spite of RS 197 mn or 10% in accrual difference between the **cost estimated** by MCL and Messrs CGEA.

COMPANY: MESSRS CGEA; CGEA; MCL; METROPOLITAN CORPORATION OF LAHORE

EVENT: Capital Expenditure (43); Use of Materials & Supplies (46);
Contracts & Orders (61);

COUNTRY: France (4FRA); Pakistan (9PAK);

11/5/12 (Item 2 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)

(c) 2002 The Gale Group. All rts. reserv.

06168460

LOAN PROJECTS

INDIA: URBAN INFRASTRUCTURE DEVELOPMENT

Asian Development Bank (XAX) May 1995 P.24

Language: ENGLISH

The following is the detail for the Karnataka Urban Infrastructure

Development- Executing Agency : Karnataka Urban Infrastructure Development, Finance Corporation No. 3, 4th Floor, Karnataka State Cooperative, Marketing Federation Complex, Cunningham Road, Bangalore Fax: (91 80) 220 5784 Tel: (91 80) 226 3479 220 5784 Loan Amount : US\$ 105 mn Objectives : Promote decentralization of population growth and economic activity from Bangalore City to other towns in Bangalore subregion. Consists of high priority urban infrastructure facilities in Mysore, Tumkur, Ramanagaram and Channarayana. Also include institutional strengthening and capacity building, social development interventions, training, and formulation of sub-regional plan for Bangalore as well as provision for low-income housing finance. Total Cost Estimated : S\$ 102.47 mn Procurement : 1. Goods - i. Civil Works are expected to be small in size and scattered in different locations, it is unlikely that international contractors will be interested in **bidding**, hence **contracts** for civil works will be let using local competitive bidding procedures ii. Service vehicles and equipment will be let through international shopping or direct purchase procedures. 2. Services - i. About 75 person-months of international consultants and 203 person-months of domestic consultants will be required for Project Management ii. For design and construction supervision, about 670 person-months of domestic consultants will be required. Project Processing Stage : Fact-Finding Mission completed Project Officer : Mr FB Narayan (632-6876) Water Supply, Urban Development and Housing Division (West)

PRODUCT: Civil Engineering (1600CE);
EVENT: Capital Expenditure (43);
COUNTRY: India (9IND);

11/5/13 (Item 3 from file: 583)
DIALOG(R) File 583:Gale Group Globalbase(TM)
(c) 2002 The Gale Group. All rights reserved.

00296304
NIMROD PROBLEMS ALMOST OVERCOME SAYS GEC
UK - NIMROD PROBLEMS ALMOST OVERCOME SAYS GEC
Times (TS) 28 May 1986 p2

James Prior, chairman of GEC, has stated that a Nimrod AEW aircraft is already flying with a high-speed computer and better aerials. GEC will submit a **price estimate** to contend with the three US firms who are also **bidding** for the AEW aircraft **contract**. GEC is likely to charge between \$250m and \$400m (less than the US bids). In Jul the MoD controllerate technically audited the AEW programme, concluding that the project was technically valid.

PRODUCT: Avionics (3662AV); Radar (3662RA); Satellite Communications Equipment (DE); Helicopter Engines (DEAV);
EVENT: COMPANIES ACTIVITIES (10);
COUNTRY: United Kingdom (4UK); OECD Europe (415); NATO Countries (420); South East Asia Treaty Organisation (913);

11/5/14 (Item 1 from file: 474)
DIALOG(R) File 474:New York Times Abs
(c) 2003 The New York Times. All rights reserved.

00440226 NYT Sequence Number: 095566730724
Gov Rockefeller has asked US Repr B S Rosenthal to substantiate charges of 'profiteering and highly questionable practices' that Rosenthal made against computer concern headed by H R Perot, who met earlier in '73 with Rockefeller after his bid for welfare computerization contract with NYS was rejected; Soc Services Dept, following meeting, announced that rejection of bid from Electronic Data Systems Corp was mistake and co was later awarded \$125,000 consulting contract to study computerization of aspects of state welfare system; computerization of welfare rolls is

expected to eventually be estimated \$30-million; critics, including Rosenthal, have charged that initial study is prelude to awarding of over-all contract to Perot co; Rockefeller, in lr to Rosenthal dated July 20, asserted that he knew of no 'serious questions' regarding legality and propriety of contract award to Perot co; Rosenthal illus)

New York Times, Col. 1, Pg. 70

Tuesday July 24 1973

DOCUMENT TYPE: Newspaper; Editors Note JOURNAL CODE: NYT LANGUAGE: English RECORD TYPE: Abstract

COMPANY NAMES: ELECTRONIC DATA SYSTEMS CORP

DESCRIPTORS: CONTRACTS AND OTHER SALES AGREEMENTS; DATA PROCESSING (INFORMATION PROCESSING) EQUIPMENT AND SYSTEMS; WELFARE (US)

PERSONAL NAMES: PEROT, H ROSS; ROCKEFELLER, NELSON ALDRICH (1908-79); ROSENTHAL, BENJAMIN S (?-1983)

GEOGRAPHIC NAMES: NEW YORK STATE

?

15/5/1 (Item 1 from file: 2)
DIALOG(R)File 2:INSPEC
(c) 2003 Institution of Electrical Engineers. All rts. reserv.

5229704 INSPEC Abstract Number: C9605-1290D-044

Title: Extensions of bidding theory: concealed bidding, optimal number of bidders, and follow-on contracts

Author(s): Lansdowne, Z.

Author Affiliation: Mitre Corp., Bedford, MA, USA

Journal: Omega vol.24, no.1 p.107-14

Publisher: Elsevier,

Publication Date: Feb. 1996 Country of Publication: UK

CODEN: OMEGA6 ISSN: 0305-0483

SICI: 0305-0483(199602)24:1L:107:EBTC;1-J

Material Identity Number: 0039-96001

U.S. Copyright Clearance Center Code: 0305-0483/96/\$15.00+0.00

Language: English Document Type: Journal Paper (JP)

Treatment: Theoretical (T)

Abstract: For the case in which a product with an uncertain cost is acquired in a competitive environment, Samuelson (1986) developed a bidding model that analyzes the trade-off between the objectives of risk sharing and efficient contractor selection. Using Samuelson's model as the basis analytical framework, this paper extends earlier results for concealed bidding and the optimal number of bidders so that they apply to cost-reimbursement contracts, and extends earlier results for the optimal **profit margin** in a follow-on **contract** to allow a more general **bidding** situation. (21 Refs)

Subfile: C

Descriptors: contracts; costing; management science; optimisation

Identifiers: bidding theory; competitive environment; risk sharing; contractor selection; Samuelson's model; concealed bidding; cost-reimbursement contracts; optimal **profit margin**; decision making; uncertainty

Class Codes: C1290D (Systems theory applications in economics and business); C1180 (Optimisation techniques)

Copyright 1996, IEE

15/5/2 (Item 2 from file: 2)
DIALOG(R)File 2:INSPEC
(c) 2003 Institution of Electrical Engineers. All rts. reserv.

02754535 INSPEC Abstract Number: B86061900

Title: A technique for lowering risks during contract negotiations

Author(s): Lehman, D.H.

Author Affiliation: Jet Propulsion Lab., Pasadena, CA, USA

Journal: IEEE Transactions on Engineering Management vol.EM-33, no.2
p.79-81

Publication Date: May 1986 Country of Publication: USA

CODEN: IEEMA4 ISSN: 0018-9391

U.S. Copyright Clearance Center Code: 0018-9391/86/0500-0079\$01.00

Language: English Document Type: Journal Paper (JP)

Treatment: General, Review (G); Theoretical (T)

Abstract: A method for organizing the negotiation process to reduce the risks of the seller has been presented. The resulting equations are used to estimate contract costs for different negotiation parameters. The user can then add to this his/her **profit margin**, percent buy-in, etc. when necessary. It can be used to quickly estimate a minimum **bid** for fluctuating **contract** terms during negotiations. The method is built on regression analysis and two illustrative examples of its use are provided. (9 Refs)

Subfile: B

Descriptors: contracts; economics; statistical analysis

Identifiers: risks; contract negotiations; seller; contract costs; **profit margin**; percent buy-in; regression analysis

15/5/3 (Item 1 from file: 99)

DIALOG(R)File 99:Wilson Appl. Sci & Tech Abs
(c) 2003 The HW Wilson Co. All rts. reserv.

2149249 H.W. WILSON RECORD NUMBER: BAST97055153

Access to future Venezuelan output secured

Oil & Gas Journal v. 95 (July 28 1997) p. 40-1

DOCUMENT TYPE: Feature Article ISSN: 0030-1388 LANGUAGE: English

RECORD STATUS: Corrected or revised record

ABSTRACT: Oil firms that successfully **bid** for operational **contracts** to reactivate marginal fields in Venezuela also have secured for themselves access to part of the country's future oil production. Under contract conditions, private firms will receive a fee for each barrel of oil produced that must be delivered to state oil company Petroleos de Venezuela SA. The fees differ in each contract and will serve to both cover capital investment in the fields and provide **profit margins** for the investors. A sliding scale will be applied to the value of the oil produced in an effort to compensate operators with lower rates of return.

DESCRIPTORS: Foreign investments--Venezuela; Petroleum industry--Venezuela
;

15/5/4 (Item 2 from file: 99)

DIALOG(R)File 99:Wilson Appl. Sci & Tech Abs
(c) 2003 The HW Wilson Co. All rts. reserv.

1087669 H.W. WILSON RECORD NUMBER: BAST93019745

Millwork and fixture manufacturers weather turbulent 1992

Adams, Larry;

Wood & Wood Products v. 98 (Mar. '93) p. 46+

DOCUMENT TYPE: Feature Article ISSN: 0043-7662 LANGUAGE: English

RECORD STATUS: New record

ABSTRACT: According to a WOOD & WOOD PRODUCTS survey, the majority of architectural woodworkers and store fixture manufacturers experienced a difficult year in 1992, with costs rising and **profit margins** falling. The increased competition, the increasingly cost-conscious attitude in the **contract bidding** process by clients, the rise in the cost of raw materials, and the environmental restrictions that are adding to costs are among the major reasons for the difficult year in 1992.

DESCRIPTORS: Store fixtures--Manufacture; Woodworking shops; Letting of contracts;

15/5/5 (Item 1 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)
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09014002

Low-cost EDS has taken over the Government by stealth

UK: EDS AWARDED GOVERNMENT IT CONTRACT

The Times (TS) 06 Nov 1998 p.33

Language: ENGLISH

EDS has been awarded the Government's prime contract in the GBt 7bn Accord programme, which will automate the benefits agency. This is the largest information technology contract handed by the UK Government. The company admits that more than half its GBt 1bn a year turnover in the UK comes from government sources and questioned have been asked as to whether it has too

* bigger influence. EDS is facing problems such as earnings falling 15%. **Bidding for contracts** is becoming more competitive, costs are rising and **profit margins** are being squeezed. Also GM is its biggest customer and the contract with it stipulates EDS must cut billing rates 15-20% every year.

COMPANY: EDS

EVENT: Company Reports & Accounts (83); Capital Expenditure (43); Use of Materials & Supplies (46); Contracts & Orders (61);

COUNTRY: United Kingdom (4UK); United States (1USA);

15/5/6 (Item 2 from file: 583)

DIALOG(R) File 583:Gale Group Globalbase(TM)

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05878729

Making a whole of the parts

UK: APV AIMS TO FOCUS OPERATIONS

Financial Times (FT) 12 Aug 1993 p.16

Language: ENGLISH

APV, the UK food processing equipment manufacturer, is undergoing a restructuring programme aimed at focusing its activities. It undertook a number of acquisitions in the late 1980s, doubling its turnover, but the acquired operations were not integrated, causing pressure on **profit margins**. APV's workforce has been cut to 11,600, versus 14,000 two years ago, but it still has over 100 operating units in 10 countries, and sees its complexity as both a problem and an opportunity. Companies within the group have now been given responsibility for particular segments of the market, such as ice cream, beverages, dairy and pharmaceuticals, and APV is trying to put an end to the situation where up to three APV units have **bid** for the same **contract** in the past. The article profiles APV in some detail, discussing its aim to concentrate on the development of specific processes and products for customers, rather than carrying out low-margin contracting and manufacturing work.

COMPANY: APV

PRODUCT: Food Products Equipment (3551);

EVENT: Companies Activities (10);

COUNTRY: United Kingdom (4UK);

15/5/7 (Item 3 from file: 583)

DIALOG(R) File 583:Gale Group Globalbase(TM)

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03442628

COMPUTER SCIENCES PREDICTS GROWTH

US - COMPUTER SCIENCES PREDICTS GROWTH

Computer Systems News (COS) 26 March 1990 p6

ISSN: 0164-9981

Computer Sciences (CSC) is predicting that it will capture at least one large US govt contract during FY starting April 1991. It has **bid** for a facilities management **contract** valued at USDlr400 mil from the Environmental Protection Agency and a USDlr500 contract for the Dept of State's Telecommunications Network. A USDlr240 mil contract with the New Jersey Joint Underwriters Association will be extended up to 1992, despite disapproval from R Florio, governor of New Jersey. CSC predicted that **profit margins** will rise by 1.5% in FY 1991 compared to 5.9% in first half FY 1990 and 6.5% in FY 1989. In FY 1990 CSC **bid** USDlr2.1 bil for govt **contracts** and was awarded USDlr504 mil in contracts. However a USDlr170 mil contract awarded by NASA in 1988 was overturned by the General

* Services Administration's Board of Contract Appeals. In 1989 federal
govt contracts accounted for 71% of the company's revenues.

PRODUCT: Facilities Management Systems (3573FC); Local Area Network Equip
(3661LA); Local Area Networks (4811LA); Public Networks (4811PN);
EVENT: COMPANIES ACTIVITIES (10);
COUNTRY: United States (1USA); NATO Countries (420); South East Asia
Treaty Organisation (913);

15/5/8 (Item 1 from file: 475)

DIALOG(R) File 475:Wall Street Journal Abs
(c) 2003 The New York Times. All rts. reserv.

01132024 NYT Sequence Number: 014009790808

**Laclede Steel Co becomes first company with profit - margin exception to
Government's price standards to violate guidelines. Joins three other
undisclosed concerns named by Council on Wage and Price Stability as
price guideline violators. Such violators are ineligible to bid for
Federal contracts of more than \$5 million (S).)**

Wall Street Journal, Col. 4, Pg. 3

Wednesday August 8 1979

DOCUMENT TYPE: Newspaper JOURNAL CODE: WSJ LANGUAGE: English

RECORD TYPE: Abstract

COMPANY NAMES: LACLEDE STEEL CO; WAGE AND PRICE STABILITY, COUNCIL ON
DESCRIPTORS: PRICES; STEEL AND IRON; WAGE AND PRICE CONTROLS

File 9:Business & Indust (R) Jul/1994-2003/May 30
 (c) 2003 Resp. DB vcs.
 File 15:ABI/Inform(R) 1971-2003/Jun 02
 (c) 2003 ProQuest Info&Learning
 File 20:Dialog Global Reporter 1997-2003/Jun 02
 (c) 2003 The Dialog Corp.
 File 95:TEME-Technology & Management 1989-2003/May W3
 (c) 2003 FIZ TECHNIK
 File 476:Financial Times Fulltext 1982-2003/Jun 02
 (c) 2003 Financial Times Ltd
 File 610:Business Wire 1999-2003/May 31
 (c) 2003 Business Wire.
 File 613:PR Newswire 1999-2003/May 30
 (c) 2003 PR Newswire Association Inc
 File 624:McGraw-Hill Publications 1985-2003/May 30
 (c) 2003 McGraw-Hill Co. Inc
 File 634:San Jose Mercury Jun 1985-2003/May 30
 (c) 2003 San Jose Mercury News
 File 810:Business Wire 1986-1999/Feb 28
 (c) 1999 Business Wire
 File 813:PR Newswire 1987-1999/Apr 30
 (c) 1999 PR Newswire Association Inc

?ds

Set	Items	Description
S1	57168	(CONTRACT OR CONTRACTS OR CONTRACTING) (5N) (BID OR BIDS OR - BIDDING)
S2	673	(TARGET() (PRICE OR PRICES OR PRICING) OR TP OR TPS) (5N) (COMPUTERI? OR AUTOMATE? OR SOFTWARE OR ELECTRONIC?) OR COCOMO?
S3	864	(COST OR PRICE) (ESTIMAT? OR PREDICT? OR FORECAST?) (5N) (COMPUTERI? OR AUTOMATE? OR SOFTWARE OR ELECTRONIC?)
S4	1411	(PROFIT()MARGIN?) (5N) (ESTIMAT? OR PREDICT OR FORECAST?)
S5	10	S1(S) (S2 OR S3 OR S4)
S6	7	S5 NOT PY>2000
S7	7	RD (unique items)
S8	28	S1(S) (TARGET() (PRICE OR PRICES OR PRICING) OR TP OR TPS)
S9	28	S8 NOT S7
S10	21	S8 NOT PY>2000
S11	12	RD (unique items)
S12	87	S1(S) (COST OR PRICE) (ESTIMAT? OR PREDICT? OR FORECAST?)
S13	85	S12 NOT (S7 OR S11)
S14	70	S13 NOT PY>2000
S15	68	RD (unique items)
S16	3	S15(S) (COMPUTERI? OR AUTOMATE? OR SOFTWARE OR ELECTRONIC?)

7/3,K/1 (Item 1 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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02433800 12599019

Concrete guidance to contractors

Kahan, Stuart

Practical Accountant v30n6 PP: 72, 71 Jun 1997

ISSN: 0032-6321 JRNL CODE: PRA

...ABSTRACT: subcontractors. Ellin & Tucker assists contractors in negotiating with bonding companies and banks, evaluating the contract **estimating** process, determining the appropriate **profit margins** required in order to **bid contracts**, preparing operating budgets and plans, as well as performing basic accounting, audit and tax services.

7/3,K/2 (Item 2 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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01615099 02-66088

Cost estimators

Anonymous

Cost Engineering v40n4 PP: 11-13 Apr 1998

ISSN: 0274-9696 JRNL CODE: ACO

WORD COUNT: 2455

...ABSTRACT: cost information for owners or managers to use in determining resource and material quantities, making **bids** for **contracts**, determining if a new product will be profitable, or determining which products are making a...

... influence costs - such as materials, labor, location, and special machinery requirements, including computer hardware and **software**. Overall employment of **cost estimators** is expected to grow about as fast as average for all occupations through the year...

7/3,K/3 (Item 3 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00714169 93-63390

Bid pricing strategy - Optimal profit margin

Silberman, Ed Morgan

Cost Engineering v35n5 PP: 31-34 May 1993

ISSN: 0274-9696 JRNL CODE: ACO

WORD COUNT: 2090

...ABSTRACT: contracts. The long-term overall result of a series of such bids is examined. The **profit margin** added to the **estimated** cost of **contract bids** is focused on. This is arguably the only factor of profitability completely under a manager...

...TEXT: bids; they are where the company's profitability comes from. I focus here on the **profit margin** (PM) added to the **estimated** cost of **contract bids**. This is arguably the only factor of profitability completely under a manager's immediate control...

7/3,K/4 (Item 4 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00694503 93-43724

Devising an intelligence collection plan
Butler, Charles W; Schultz, Norman O
Security Management v37n3 PP: 66-68 Mar 1993
ISSN: 0145-9406 JRNL CODE: SEM
WORD COUNT: 1784

...TEXT: 5)

Other possible sources of information include quality control charts, market analysis data, pricing data, **profit margins**, distribution techniques, mailing lists, budget **forecasts**, and plant capacity. The list might also encompass **bid** information, **contract** or trade agreements, salary structures, and personnel files.

By identifying its own information needs and...

7/3,K/5 (Item 5 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00494373 90-20130

What's a Realistic Estimate?

Young, Keith
Systems International v18n3 PP: 68, 70 Mar 1990
ISSN: 0309-5177 JRNL CODE: ISS

ABSTRACT: Realistic estimates of software development cost can give a user a strong competitive advantage for **contract bidding**. The constructive cost model (**COCOMO**) is widely respected in the world of software research as a tool for estimating the costs associated with software development. According to the algorithms that make up **COCOMO**, the actual development effort in person-months within the user's environment is a function...

... EAF). The EAF takes account of the variables that apply to individual projects. A new **COCOMO**-based estimation package, PC-COMO, was designed for software developers who want to assess the sensitivity of their estimates to different factors. The **COCOMO** model is most useful when it is calibrated against actual project data. With PC-COMO...

7/3,K/6 (Item 6 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00139437 81-09243

The Perils of Overextension

Trammer, Monte
Black Enterprise v11n10 PP: 36-37, 39 May 1981
ISSN: 0006-4165 JRNL CODE: BEN

...ABSTRACT: plan. The owners of the firm started with inadequate capital and failed to achieve their **estimated 40% profit margin** in 1979, as well as failing to calculate the depressing effects on profits of customer discounts, **contracts** received through **bid** awards, and low-margin sales. American's owners have learned that a company heavily dependent...

7/3,K/7 (Item 1 from file: 624)
DIALOG(R)File 624:McGraw-Hill Publications
(c) 2003 McGraw-Hill Co. Inc. All rts. reserv.

00799802

STATES MOVE TOWARD AUTOMATION

Engineering News-Record October 14, 1996; Pg 20; Vol. 237. No. 16

Journal Code: ENR ISSN: 0013-807X
Section Heading: News Sites
Word Count: 370 *Full text available in Formats 5, 7 and 9*

TEXT:

...Halperin.

State highway officials also met in Oklahoma City last week at a workshop for **cost estimating** and implementation of **automated** bid analysis management systems (BAMS). Developed for the American Association of State Highway and Transportation...

... Info Tech Inc., Gainesville, Fla., the BAMS software allows states and contractors to let and **bid** transportation **contracts** electronically. AASHTO also has a client-server piece on construction management under development with Atlanta...

11/3,K/1 (Item 1 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
(c) 2003 Resp. DB Svcs. All rts. reserv.

2373247 Supplier Number: 02373247 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Alliant Techsystems Inc.
(Alliant Techsystems Inc awarded \$108,206,178 as part of a \$399,705,684 order for 120 mm cartridges for Saudi Arabia and Kuwait)
Department of Defense News Release, p N/A
February 11, 1999
DOCUMENT TYPE: Newsletter ISSN: 0954-0393 (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 160

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...of a \$399,705,684 firm-fixed-price multi-year contract for 120 mm, M831A1 TP -T 120 mm cartridge and the M865 TPCSDS-T 120 mm cartridge, for the countries...

...the current fiscal year. There were two bids solicited on Sept. 1, 1998, and two **bids** were received. The **contracting** activity is the U.S. Army Armament, Munitions & Chemical Command, Rock Island, Ill. (DAAA09-99...

11/3,K/2 (Item 2 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
(c) 2003 Resp. DB Svcs. All rts. reserv.

2373245 Supplier Number: 02373245 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Primex Technologies Inc.
(Primex Technologies Inc awarded \$100,610,754 as part of a \$371,575,758 order for 20 mm, M831A1 TP-T 120 mm cartridges and M865 TPCSDS-T 120 mm cartridges, for Saudi Arabia and Kuwait)
Department of Defense News Release, p N/A
February 11, 1999
DOCUMENT TYPE: Newsletter ISSN: 0954-0393 (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 136

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...of a \$371,575,758 firm-fixed-price multi-year contract for 120 mm, M831A1 TP -T 120 mm cartridge and the M865 TPCSDS-T 120 mm cartridge, for the countries...

...the current fiscal year. There were two bids solicited on Sept. 1, 1998, and two **bids** were received. The **contracting** activity is the U.S. Army Armament, Munitions & Chemical Command, Rock Island, Ill. (DAAA09-99...

11/3,K/3 (Item 3 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
(c) 2003 Resp. DB Svcs. All rts. reserv.

1394487 Supplier Number: 01394487 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Alliant Techsystems Incorporated
(Alliant Techsystems Inc won a \$64.361 mil Army contract for 120mm tank ammunition)
Department of Defense News Release, n 29, p N/A
January 31, 1996
DOCUMENT TYPE: Newsletter (United States)
LANGUAGE: English RECORD TYPE: Fulltext

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...awarded a \$64,360,380 firm fixed price contract for 120mm tank ammunition, the M831A1 **TP** -T 120mm cartridge (31,849) and the M865 TPCSDS-T 120mm cartridge (99,617). The...

...the current fiscal year. There were two bids solicited on June 30, 1994, and two **bids** received. The **contracting** activity is the U.S. Army Armaments, Munitions and Chemical Command, Rock Island, Illinois (DAAA09...

11/3,K/4 (Item 1 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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01600997 02-51986

Big-Ticket Design Is a Stretch

Reina, Peter

ENR v240n12 PP: 23-25 Mar 23, 1998

ISSN: 0891-9526 JRNL CODE: ENR

...ABSTRACT: concourses. The big-ticket design stretched the main contractor's skills and its pocketbook. Having **bid** construction **contracts** in a hungry French market five years ago, owner Aeroports de Paris is paying 8...

...terminal. The airport's gain is partly at the expense of Paris-based Spie Batignolles **TP**, the job's main contractor for most of the civil and structural work. Spie won its **contract** with a **bid** of approximately \$70 million. It is now demobilizing with an agreed hike of nearly \$22...

11/3,K/5 (Item 2 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00897929 95-47321

The auto industry meets the new economy

Taylor, Alex III

Fortune v130n5 PP: 52-60; Asian 64-70; European 58-63 Sep 5, 1994

ISSN: 0015-8259 JRNL CODE: FOR

WORD COUNT: 3304

...TEXT: models, suppliers became charter members. Selection is based on reputation, not price. Instead of putting **contracts** out for **bid**, Chrysler awards the business up front to a trusted "supplier partner," who then helps create...

...will pay for a given car or truck and then works backward to develop a **target price** for each part. Suppliers are expected to meet or beat that price.

Like his competitors...

11/3,K/6 (Item 1 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter

(c) 2003 The Dialog Corp. All rts. reserv.

13450087 (USE FORMAT 7 OR 9 FOR FULLTEXT)

How April research has fared

SECTION TITLE: What the brokers say

• INVESTORS DIGEST
July 21, 2000
JOURNAL CODE: FIDT LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 1099

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... deliver some large contract win surprises over the next few quarters, since they have been **bidding** on some multiproduct **contracts**, and this will further enhance both the EBITDA margin and earnings results." Patheon is a...

11/3,K/7 (Item 2 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2003 The Dialog Corp. All rts. reserv.

13372443

THREE MONTH FOLLOW-UP: How May research has fared

SECTION TITLE: What the brokers say

INVESTORS DIGEST

August 18, 2000

JOURNAL CODE: FIDT LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 1202

... tells us, "They don't have their costs under control, and they didn't properly **bid contracts**." Wescast Industries Inc. (WCS.ATSE, \$41, 8002154412, www.wescast.com) "These guys run like clockwork..."

... Capital analyst Rob Durfy, whose keeping to his buy recommendation and his 12 to 18month **target price** of \$55. Wescast of Brantford, Ont., is the North American leader in exhaust manifold production...

... guys are incredibly good. "Simply because the sector is depressed, the ability to hit my **target price** could be difficult, but at the same time it's one of these things that..."

... of National Bank Financial now recommends the stock as a sell, and his 12 month **target price** has dropped to US\$0.20. "We don't think the situation is an equity..."

...to be rated a buy, says analyst Brian Hendry of Brant Securities. The 12 month **target price** remains \$9. The company has over 26 years of experience developing mobile solutions, including various...to report on this company, and he is maintaining his buy recommendation and 12month **target price** of \$28. "With a large capital expenditure program nearly over, Fletcher's possesses a very..."

11/3,K/8 (Item 3 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2003 The Dialog Corp. All rts. reserv.

09165878 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Talus Solutions, Inc. Launches Target Pricing Software, Enabling Companies to Significantly Improve Contract Pricing and Customer Service

BUSINESS WIRE

January 18, 2000

JOURNAL CODE: WBWE LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 717

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... its fleet sales operations. Ford plans to use the system to optimize pricing for each **contract** being **bid**. "Talus Solutions **Target**

Pricing gives us the ability to consider all characteristics of an account and the business environment...

11/3,K/9 (Item 4 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2003 The Dialog Corp. All rts. reserv.

05508409

EDP's shares are worth 30% more (Accoes da EDP valem amis 30%)
DIARIO DE NOTICIAS, p35
May 27, 1999
JOURNAL CODE: WDDN LANGUAGE: Portuguese RECORD TYPE: ABSTRACT
WORD COUNT: 66

... the share's current price. The partnership with the UK water company Thames Water to **bid** for distribution **contracts** in Portugal and Latin America will also make the company more attractive.

11/3,K/10 (Item 1 from file: 610)
DIALOG(R)File 610:Business Wire
(c) 2003 Business Wire. All rts. reserv.

00189269 20000208039B4035 (USE FORMAT 7 FOR FULLTEXT)
Talus Solutions, Inc. Launches Talus Solutions Revenue Management Suite to Serve E-Business Marketplaces
Business Wire
Tuesday, February 8, 2000 06:01 EST
JOURNAL CODE: BW LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
DOCUMENT TYPE: NEWSWIRE
WORD COUNT: 1,054

...pricing and revenue management solutions to enhance customer relationships for over five years, has implemented **Target Pricing** to optimize pricing for **contracts** being **bid** within its fleet sales operations, and Promotion Pricing to determine the most profitable allocation of...

11/3,K/11 (Item 1 from file: 624)
DIALOG(R)File 624:McGraw-Hill Publications
(c) 2003 McGraw-Hill Co. Inc. All rts. reserv.

00749063
BNFL, NUMATEC, M4 PLAN TO BID FOR HANFORD CONTRACT; DOE EXPECTS MORE
Waste Business (combines two Waste Business pubs) March 13, 1996; Pg 1;
Vol. 16, No. 3
Journal Code: HWB ISSN: 1086-4016/96
Word Count: 654 *Full text available in Formats 5, 7 and 9*

BYLINE:
By Mary Powers

TEXT:
... decision to back away from the ``not to exceed price,`` which it replaced with a **target price**, made the project bidable. ``We would have had to carefully consider whether we would have...

... not completely characterized,`` said a source. Others were more emphatic, and said they will not **bid** the privatized **contract** at the Idaho National Engineering Laboratory because it asks for a firm price.
Jerry Bellows...

11/3,K/12 (Item 2 from File: 624)
DIALOG(R) File 624:McGraw-Hill Publications
(c) 2003 McGraw-Hill Co. Inc. All rts. reserv.

0560987

Army

Aerospace Daily March 29, 1994; Pg 492; Vol. 169, No. 60
Journal Code: ASD ISSN: 0193-4546
Section Heading: Defense contracts awarded March 21-25
Word Count: 88 *Full text available in Formats 5, 7 and 9*

TEXT:

... modification (exercise of option) to a firm fixed price contract for 1,665,200 30mm **TP** PGU-15/R, (GAU-8) cartridges. Work will be performed in Joliet, Illinois, and is...

... the current fiscal year. There were 2 bids solicited on February 17, 1993, and 2 **bids** received. The **contracting** activity is the U.S. Army Armament, Munitions and Chemical Command, Rock Island, Illinois (DAAA09...

16/3,K/1 (Item 1 from file: 9)
DIALOG(R)File 9:Business Industry(R)
(c) 2003 Resp. DB Svcs. All rts. reserv.

2027600 Supplier Number: 02027600 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Computer Sciences Corp
(Computer Sciences is being awarded \$200,000 as part of a \$12.06+ mil contract for various computer services that include program management support)
Department of Defense News Release, p N/A
December 22, 1997
DOCUMENT TYPE: Newsletter ISSN: 0954-0393 (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 178

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...quantity, firm-fixed-price contract for services for program management support, systems engineering (hardware and **software**) management, **software** development, system test and evaluation, vulnerability and operational requirements analysis, technical analysis, technical and program documentation, **cost estimating** /analysis, integrated logistics support, fielding support, and Department of Defense mission support. The objective of...
...expire at the end of the current fiscal year. There was an announcement on the **electronic** bulletin board on Sept. 3, 1997, and three **bids** were received. The **contracting** activity is the U.S. Army Communications & **Electronics** Command, Ft. Monmouth, N.J. (DAAB07-98-D-6002).
...

16/3,K/2 (Item 1 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

00146449 81-16323

What's the Hang-Up with Computers in Construction Cost Estimating?

Connor, H. P.

American Association of Cost Engineers Transactions PP: C.2.1-C.2.7 1981
ISSN: 0165-7158 JRNL CODE: AEE

ABSTRACT: Construction **cost estimates** are needed to determine project viability, to control design development, to check costs prior to **bidding**, and to prepare the **contract bid** or the project budget. Considering the importance of **cost estimates** and the amount of effort involved in their preparation, it would seem that engineering and contracting companies would be using computers extensively for this function. **Computerized** estimating is superior to manual estimating for a number of reasons: 1. The mechanics of...

16/3,K/3 (Item 1 from file: 624)
DIALOG(R)File 624:McGraw-Hill Publications
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0020173

Pulse Alaska--Universal Oil Products Inc., Division of Allied Signal, P.O. Box 5017, Des Plaines, Ill. 60017, completed design for oil refinery, Valdez, planned by Alaska Pacific Refining Inc., 3545 Arctic Blvd., Anchorage 99503. Estimated cost, \$750 million. Pending state permits. Construction tentatively scheduled for April-May '87. Ohio--William Turnbull Architects, Pier 1 1-2, San Francisco 94111, is architect for master plan and phase 1 of Sawyer Place, a residential and commercial project, to include 150,000 sq ft of retail and office space and 1250

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L3L2 target adj pric\$ or tp or tps or cost adj estimat\$ or profit adj margin\$

203

L2L1 contract\$ or bid or bids or bidding

459

L1

END OF SEARCH HISTORY

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Search Results - Record(s) 1 through 3 of 3 returned.

☐ 1. Document ID: NNRD454136

L3: Entry 1 of 3

File: TDBD

Feb 1, 2002

TDB-ACC-NO: NNRD454136

DISCLOSURE TITLE: Automated Construction Bid Estimation Tool

PUBLICATION-DATA:

IBM technical Disclosure Bulletin, February 2002, UK

ISSUE NUMBER: 454

PAGE NUMBER: 304

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☐ 2. Document ID: NN83112825

L3: Entry 2 of 3

File: TDBD

Nov 1, 1983

TDB-ACC-NO: NN83112825

DISCLOSURE TITLE: Misrouting Attack Protection

PUBLICATION-DATA:

IBM Technical Disclosure Bulletin, November 1983, US

VOLUME NUMBER: 26

ISSUE NUMBER: 6

PAGE NUMBER: 2825 - 2830

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☐ 3. Document ID: NN81112918

L3: Entry 3 of 3

File: TDBD

Nov 1, 1981

TDB-ACC-NO: NN81112918

DISCLOSURE TITLE: Advanced Communication Test System. November 1981.

PUBLICATION-DATA:

IBM Technical Disclosure Bulletin, November 1981, US

VOLUME NUMBER: 24

ISSUE NUMBER: 6

PAGE NUMBER: 2918 - 2920

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S3	1172	(COST OR PRICE) (ESTIMAT? OR PREDICT? OR FORECAST?) (5N) (COMPUTERI? OR AUTOMATE? OR SOFTWARE OR ELECTRONIC?)
S4	1362	(PROFIT()MARGIN?) (5N) (ESTIMAT? OR PREDICT OR FORECAST?)
S5	9	S1(S) (S2 OR S3 OR S4)
S6	4	S5 NOT PY>2000
S7	4	RD (unique items)
S8	46	S1(S) (TARGET() (PRICE OR PRICES OR PRICING) OR TP OR TPS)
S9	46	S8 NOT S7
S10	41	S8 NOT PY>2000
S11	21	RD (unique items)
S12	57	S1(S) (COST OR PRICE) (ESTIMAT? OR PREDICT? OR FORECAST?)
S13	55	S12 NOT (S7 OR S11)
S14	49	S13 NOT PY>2000
S15	39	RD (unique items)

7/3,K/1 (Item 1 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

09840412 SUPPLIER NUMBER: 19768212 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Concrete guidance to contractors. (Ellin & Tucker, Chartered services)

Kahan, Stuart

Practical Accountant, v30, n6, p72(1)

June, 1997

ISSN: 0032-6321 LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 899 LINE COUNT: 00077

... companies.

Ellin & Tucker assists contractors in negotiating with bonding companies and banks, evaluating the contract **estimating** process, determining the appropriate **profit margins** required in order to **bid contracts**, preparing operating budgets and plans, as well as performing basic accounting, audit and tax services...

7/3,K/2 (Item 2 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

06501079 SUPPLIER NUMBER: 14122897 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Devising an intelligence collection plan.

Butler, Charles W.; Schultz, Norman O.

Security Management, v37, n3, p66(2)

March, 1993

ISSN: 0145-9406 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 1910 LINE COUNT: 00161

... 5)

Other possible sources of information include quality control charts, market analysis data, pricing data, **profit margins**, distribution techniques, mailing lists, budget **forecasts**, and plant capacity. The list might also encompass **bid** information, **contract** or trade agreements, salary structures, and personnel files.

By identifying its own information needs and...

7/3,K/3 (Item 1 from file: 275)

DIALOG(R)File 275:Gale Group Computer DB(TM)
(c) 2003 The Gale Group. All rts. reserv.

01471703 SUPPLIER NUMBER: 11935044

GECOMO Plus estimates software costs. (GEC-Marconi Software Systems introduces a software package that estimates development costs for Ada and non-Ada software projects) (Product Announcement)

Baerson, Kevin M.

Federal Computer Week, v6, n5, p31(1)

March 2, 1992

DOCUMENT TYPE: Product Announcement ISSN: 0893-052X LANGUAGE:
ENGLISH RECORD TYPE: ABSTRACT

...ABSTRACT: Ada program development project costs. The software is based on the standard constructive cost model (**Cocomo**) estimating technique, which the government frequently requires for estimating costs in **contract bids**. GECOMO Plus enables the partitioning of a large project into as many as 20 subprojects...

7/3,K/4 (Item 2 from file: 275)

DIALOG(R)File 275:Gale Group Computer DB(TM)

01160997 SUPPLIER NUMBER: 04365148

Construction VARs nail down profits. (PC-VAR Report, Supplement to Computer Reseller News)

Sciortino, Camille

Computer Reseller News, n170, pS6(1)

Sept 15, 1986

ISSN: 0893-8377

LANGUAGE: ENGLISH

RECORD TYPE: ABSTRACT

...ABSTRACT: systems, they are far outnumbered by small, local firms which use PCs and have specific **software** needs including: programs to do **cost estimates** and comparisons for services and materials to assist in **bidding contracts**; programs to track union and non-union employees for tax purposes; productivity applications; project planning...

11/3,K/1 (Item 1 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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07031911 Supplier Number: 58665551
MOROCCO: H2A HAS PROJECTS IN CALL CENTRES.
Usine Nouvelle (Weekly Edition), p51
Jan 13, 2000
Language: French; NONENGLISH Record Type: Abstract
Document Type: Magazine/Journal; Trade

ABSTRACT:

...forces with the Moroccan telemarketing specialist, Cybercom, in an attempt to be stronger in tender **bids**. The tandem is currently negotiating **contracts** with the foreign trade bank, BMCE and the Wafa Bank. The French telemarketing company, H2A...

...management on a day-to-day basis. A successful contract with <French pay TV programme> **TPS**, and the supply not included in the Moroccan telephone operator's specifications, helped H2A win...

11/3,K/2 (Item 2 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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07007148 Supplier Number: 59234203 (USE FORMAT 7 FOR FULLTEXT)
Talus Solutions, Inc. Launches Talus Solutions Revenue Management Suite To Serve E-Business Marketplaces.
PR Newswire, p4597
Feb 8, 2000
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 1004

... pricing and revenue management solutions to enhance customer relationships for over five years, has implemented **Target Pricing** to optimize pricing for **contracts** being **bid** within its fleet sales operations, and Promotion Pricing to determine the most profitable allocation of...

11/3,K/3 (Item 3 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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06940411 Supplier Number: 58611837 (USE FORMAT 7 FOR FULLTEXT)
Talus Solutions, Inc. Launches Target Pricing Software, Enabling Companies to Significantly Improve Contract Pricing and Customer Service.
Business Wire, p0040
Jan 18, 2000
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 599

... using revenue management solutions to enhance customer relationships for over five years, is currently installing **Target Pricing** to assist its fleet sales operations. Ford plans to use the system to optimize pricing for each **contract** being **bid**. "Talus Solutions **Target Pricing** gives us the ability to consider all characteristics of an account and the business environment..."

11/3,K/4 (Item 4 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)
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06139081 Supplier Number: 53900528 (USE FORMAT 7 FOR FULLTEXT)

DEFENSE CONTRACTS.

Defense Daily, v201, n29, pNA

Feb 16, 1999

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 873

... of a \$399.7 million firm-fixed-price multi-year contract for 120 mm, M831A1 **TP** -T 120 mm cartridge and the M865 TPCSDS- T 120 mm cartridge, for the countries...

...by Oct. 31, 2004. There were two bids solicited on Sept. 1, 1998, and two **bids** were received. The **contracting** activity is the U.S. Army Armament, Munitions & Chemical Command, Rock Island, Ill. (DAAA09-99...

...by Oct. 31, 2004. There were two bids solicited on Sept. 1, 1998, and two **bids** were received. The **contracting** activity is the U.S. Army Armament, Munitions & Chemical Command, Rock Island, Ill. (DAAA09-99...

11/3,K/5 (Item 5 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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02784383 Supplier Number: 43736064 (USE FORMAT 7 FOR FULLTEXT)

Suppliers: Lopez is gone, but not forgotten

Automotive News, p35

March 29, 1993

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Tabloid; Trade

Word Count: 830

... is used in automotive operations.

A company involved in the competition claims Okuma won the **contract** with a **bid** several million dollars below GM's **target price** (the price GM believes is needed to add product value to its cars) for the...

11/3,K/6 (Item 6 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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02767064 Supplier Number: 43709943 (USE FORMAT 7 FOR FULLTEXT)

'Thick skin' sought to take Lopez's job: Baron of buying finally flees to VW

American Metal Market, p1

March 15, 1993

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Tabloid; Trade

Word Count: 660

... customers.

'In many cases, those were the only kinds of companies that could meet his **target prices** and he found out who they were by inviting three or four times the usual number of suppliers to **bid** for new **contracts**,' an executive of a medium-size metal stamping company said.

While many suppliers had a...

11/3,K/7 (Item 1 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

12225125 SUPPLIER NUMBER: 62712511 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Southwest Bond-Watch. (Statistical Data Included)
Albanese, Elizabeth
Bond Buyer, 332, 30911, 27
June 13, 2000
DOCUMENT TYPE: Statistical Data Included ISSN: 0732-0469
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 1517 LINE COUNT: 00120

TEXT:

...federal agency that had denied the district almost \$1 million in technology funding in September. **TPS** appealed the funding denial in October. It expects to learn how much money it will...

...amount requested for the 1999-2000 school year. The district had sought about \$975,000. **TPS** had already received \$7,500 in discounts for Internet access but was denied about \$847...

...Bridges said the denial stemmed from problems with how the e-rate program treats multiyear **contracts**. The district **bid** a five-year **contract**, and e-rate funded that contract in the first e-rate cycle in spring 1999. But the district didn't re-**bid** the second year of the **contract**. Beginning in February 1998, applicants were required to **bid contracts** each year, even multiyear **contracts**, according to the Universal Service Administrative Co., which administers the program on behalf of the...

11/3,K/8 (Item 2 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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11894091 SUPPLIER NUMBER: 60086984 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Ford aboard with new pricing software. (Target Pricing software, from Talus Solutions Inc., used by businesses such as Ford Motor Co.) (Brief Article)
Ward's Dealer Business, 34, 6, 64
Feb, 2000
DOCUMENT TYPE: Brief Article ISSN: 1086-1629 LANGUAGE: English
RECORD TYPE: Fulltext
WORD COUNT: 141 LINE COUNT: 00015

... using revenue management solutions to enhance customer relationships for over five years, is currently installing **Target Pricing** to assist its fleet sales operations. Ford plans to use the system to optimize pricing for each **contract** being **bid**.

11/3,K/9 (Item 3 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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07966012 SUPPLIER NUMBER: 17071984 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Olin Ordnance. (Army Apache helicopter cartridge contract) (Defense Contracts)
Defense Daily, v187, n55, p414(1)
June 19, 1995
ISSN: 0889-0404 LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 79 LINE COUNT: 00009

TEXT:

Olin Ordnance, Downey, Calif., \$7 million firm fixed price contract for 646,800 **TP** M788 30mm cartridges in support of the AH-64 Apache helicopter. Work will be performed...

...by Feb. 19, 1996. There were 2 bids solicited on Dec. 19, 1994, and 2 bids received. The contracting activity is the U.S. Army Armament, Munitions, and Chemical Command, Rock Island, Ill. DAA09...

11/3,K/10 (Item 4 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

07672340 SUPPLIER NUMBER: 16112027 (USE FORMAT 7 OR 9 FOR FULL TEXT)

More power for suppliers. (Column)

Keller, Maryann

Automotive Industries, v175, n1, p11(1)

Jan, 1995

DOCUMENT TYPE: Column ISSN: 0273-656X LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 807 LINE COUNT: 00066

... power which is still very much dominated by assemblers, especially through the aggressive bidding and **target pricing** practices of General Motors. As in basic materials, the elimination of surplus capacity and concentration...

...allow some vendors to become more selective about the assemblers they work with and the **contracts** they bid on.

For many years automakers talked about partnerships between themselves and their suppliers as the...

11/3,K/11 (Item 5 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

07581592 SUPPLIER NUMBER: 15855765 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Lopez's legacy aids GM suppliers. (J. Ignacio Lopez de Arriortua, General Motors)

Wrigley, Al

American Metal Market, v102, n207, p1(2)

Oct 26, 1994

ISSN: 0002-9998 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 566 LINE COUNT: 00044

...ABSTRACT: a better position to fight for contracts from GM and other vehicle manufacturers. Lopez introduced **target pricing**, global competition for **contracts** and multiple **bidding** rounds. Suppliers had to reduce prices and increase efficiency under the new regime, and are...

... which were initiated by J. Ignacio Lopez de Arriortua in the spring of 1992, involve **target pricing**, multiple-round **bidding**, and worldwide competition for new **contracts**.

The subsequent departure of Lopez, who left his position as GM's global purchasing chief...

11/3,K/12 (Item 6 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

07510594 SUPPLIER NUMBER: 15713426 (USE FORMAT 7 OR 9 FOR FULL TEXT)

The auto industry meets the new economy. (increasing use of outside suppliers) (includes related article on automobile supply firm Prince Corp.) (Industry Overview)

Taylor, Alex, III

Fortune, v130, n5, p52(6)

Sept 5, 1994

DOCUMENT TYPE: Industry Overview ISSN: 0015-8259 LANGUAGE:

ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 4161 LINE COUNT: 00329

11/3,K/13 (Item 7 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

07215085 SUPPLIER NUMBER: 14949588 (USE FORMAT 7 OR 9 FOR FULL TEXT)
**Olin Corp. (contract for M830 HEAT-MP-T 120mm, M831A1 TP-T 120mm, M865
TPCSOS-T 120mm cartridges) (Defense Contracts)**
Defense Daily, v182, n55, p438(1)
March 23, 1994
ISSN: 0889-0404 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 178 LINE COUNT: 00013

TEXT:

...fixed price contract for 5,680 M830 HEAT-MP-T 120mm cartridges,
32,112 M831A1 TP -T 120mm cartridges, and 63,552 M865 TPCSOS-T 120mm
cartridges. The M830 is the...

...the current fiscal year. There were two bids solicited on Dec. 15, 1993,
and two **bids** received. The **contracting** activity is the U.S. Army
Armament, Munitions and Chemical Command, Rock Island, Ill. [DAAA09...

11/3,K/14 (Item 8 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

07212308 SUPPLIER NUMBER: 14944386 (USE FORMAT 7 OR 9 FOR FULL TEXT)
**Aerojet Ordnance Div. (contract modification for 30mm TP TP PGU-15/B;
GenCorp Inc. Aerojet Ordnance Co.) (Defense Contracts)**
Defense Daily, v182, n58, p460(1)
March 28, 1994
ISSN: 0889-0404 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 101 LINE COUNT: 00007

TEXT:

...modification (exercise of option) to a firm fixed price contract
for 1.4 million 30mm TP PGU-IS/B, (GAU-8) cartridges. Work will be
performed in Chino, Calif., and is...

...of the current fiscal year. Two bids were solicited on Feb. 17, 1993,
and two **bids** received. The **contracting** activity is the U.S. Army
Armament, Munitions and Chemical Command, Rock Island, Ill. [DAAA09...

11/3,K/15 (Item 9 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

07212307 SUPPLIER NUMBER: 14944384 (USE FORMAT 7 OR 9 FOR FULL TEXT)
**Alliant Techsystems, Inc. (contract modification for 30mm TP PGU-15/R)
(Defense Contracts)**
Defense Daily, v182, n58, p460(1)
March 28, 1994
ISSN: 0889-0404 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 103 LINE COUNT: 00007

TEXT:

...modification (exercise of option) to a firm fixed price contract
for 1.7 million 30mm TP PGU-IS/R, (GAU-8) cartridges. Work will be
performed in Joliet, Ill., and is...

...the current fiscal year. There were two bids solicited on Feb. 17, 1993, and two **bids** received. **Contracting** activity is the U.S. Army Armament, Munitions and Chemical Command, Rock Island, Ill. [DAAA09...

11/3,K/16 (Item 10 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

07182619 SUPPLIER NUMBER: 14747708 (USE FORMAT 7 OR 9 FOR FULL TEXT)
GM struggles to repair the done by Mr. Lopez. (General Motors, U. Ignacio Lopez) (Column)

Khol, Ronald

American Machinist, v138, n1, p5(1)

Jan, 1994

DOCUMENT TYPE: Column ISSN: 1041-7958 LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 764 LINE COUNT: 00056

... and changes them to something close to banditry.

For openers, consider the ramifications of the " **target price** ." Convention dictates that a **contract** put out for **bids** has to be awarded to the low bidder. This is a one-cycle process. When...

11/3,K/17 (Item 11 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

06419290 SUPPLIER NUMBER: 13594829 (USE FORMAT 7 OR 9 FOR FULL TEXT)
'Thick skin' sought to take Lopez's job; baron of buying finally flees to VW. (J. Ignacio Lopez de Arriortua, Volkswagen A.G.)

Wrigley, Al

American Metal Market, v101, n49, p1(2)

March 15, 1993

ISSN: 0002-9998 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 698 LINE COUNT: 00051

... customers.

"In many cases, those were the only kinds of companies that could meet his **target prices** and he found out who they were by inviting three or four times the usual number of suppliers to **bid** for new **contracts** ," an executive of a medium-size metal stamping company said.

While many suppliers had a...

11/3,K/18 (Item 1 from file: 160)

DIALOG(R)File 160:Gale Group PROMT(R)
(c) 1999 The Gale Group. All rts.reserv.

02358721

NCNB-managed University Federal loses 40% of deposits

Dallas Morning News (TX) November 17, 1989 p. D5

...the deposits after reducing the rates for account holders, according to NCNB Texas vice-chrmn **TP** Hartman. NCNB had estimated it would retain only about \$1.8-2 billion of the...

...may end up managing the assets for up to a year, Hartman said. NCNB may **bid** for a permanent **contract** to manage the assets, depending on RTC policies currently being considered by the federal government...

11/3,K/19 (Item 1 from file: 275)

DIALOG(R)File 275:Gale Group Computer DB(TM)

01252798 SUPPLIER NUMBER: 06912691 (USE FORMAT 7 OR 9 FOR FULL TEXT)
**GSA unit suspends \$3.5B IBM FAA pact. (General Services Administration
Board of Contract Appeals, Federal Aviation Administration)**
Connelly, Joanne
Electronic News, v34, n1719, p1(2)
Aug 15, 1988
ISSN: 0013-4937 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 716 LINE COUNT: 00056

... repair and restoration training for the Terminal Advanced
Automation System (TAAS) segment of the AAs **contract**. According to the
protest, Hughes **bid** to the FAA (based on IBM quotes as prospective
subcontractor) was \$33.5 million. IBM's **target price** as quoted to the
FAA was \$541,471.

Similarly, Hughes bid \$223 million for spare...

11/3,K/20 (Item 1 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2003 The Gale Group. All rights reserved.

04093303 Supplier Number: 53882539 (USE FORMAT 7 FOR FULLTEXT)
US DOD: Contracts.
M2 Presswire, pNA
Feb 15, 1999
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 843

... of a \$371,575,758 firm-fixed-price multi-year contract for 120 mm,
M831A1 **TP** -T 120 mm cartridge and the M865 TPCSDS-T 120 mm cartridge, for
the countries...

...the current fiscal year. There were two bids solicited on Sept. 1, 1998,
and two **bids** were received. The **contracting** activity is the U.S. Army
Armament, Munitions & Chemical Command, Rock Island, Ill. (DAAA09-99...

...the current fiscal year. There were two bids solicited on Sept. 1, 1998,
and two **bids** were received. The **contracting** activity is the U.S. Army
Armament, Munitions & Chemical Command, Rock Island, Ill. (DAAA09-99...

11/3,K/21 (Item 2 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2003 The Gale Group. All rights reserved.

03660830 Supplier Number: 47884813 (USE FORMAT 7 FOR FULLTEXT)
U.S. DOD: Contracts
M2 Presswire, pN/A
August 4, 1997
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 1484

... 828,942 modification to a firm-fixed-price multi-year contract for
6,285 M831A1 **TP** -T 120mm cartridges (high explosive training round, with
inert projectile); and 16,800 M865 TPCSDS...

...the current fiscal year. There were two bids solicited on June 30, 1994,
and two **bids** were received. The **contracting** activity is the U.S. Army
Armament, Munitions and Chemical Command, Rock Island, Ill. (DAAA09...

15/3,K/1 (Item 1 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2003 The Gale Group. All rts. reserv.

07651712 Supplier Number: 63744778 (USE FORMAT 7 FOR FULLTEXT)
International Benchmarks: In Support of a 50% Hedge Ratio. (Brief Article)
GORMAN, STEPHEN; QIAN, EDWARD
Journal of Investing, v9, n2, p53
Summer, 2000
Language: English Record Type: Fulltext
Article Type: Brief Article
Document Type: Magazine/Journal; Trade
Word Count: 3595

... 6.4% 11.8% 19.0%

APPENDIX

Hedging Costs

20 basis points is a conservative **cost estimate** for maintaining a 50% hedge ratio. Costs associated with spot rate **bid** -offer spreads, rolling forward **contracts**, and market impact are trivial for the major currencies that dominate most international portfolios. Similarly...

15/3,K/2 (Item 2 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2003 The Gale Group. All rts. reserv.

07533038 Supplier Number: 63134975 (USE FORMAT 7 FOR FULLTEXT)
RESEARCH: COURT OF AUDITORS' REPORT ON CONTRACTS AWARDED BY THE JRC. (Brief Article)
European Report, pNA
July 1, 2000
Language: English Record Type: Fulltext
Article Type: Brief Article
Document Type: Newsletter; Trade
Word Count: 836

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...facts in support of the description of the contracts and the drawing-up of the **cost estimates**. This lack of clarity leaves some doubt in certain cases as to the validity of...

...parties over the implementation of Community policies managed by other DGs. The JCR makes a **bid**, and if awarded the **contract**, the administrative arrangement comes into play whereby the Commission enters an agreement with itself (the...

15/3,K/3 (Item 3 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2003 The Gale Group. All rts. reserv.

07349395 Supplier Number: 62237936 (USE FORMAT 7 FOR FULLTEXT)
WORLD BANK PROCUREMENT - INDIA, URBAN TRANSPORT.
AsiaPulse News, p0400
May 22, 2000
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 955

... payments for goods, works, related services and consulting services to be procured under this project. **Bidding** for **contracts** financed by the World Bank will be governed by its eligibility rules and procedures. The...

...World Bank funding or competitive tendering have not been included in the following listing. The **cost estimates** and funding arrangements are also subject to modification.

Rail Component: The rail component of this...

15/3,K/4 (Item 4 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2003 The Gale Group. All rts. reserv.

04136225 Supplier Number: 46036675 (USE FORMAT 7 FOR FULLTEXT)

Available Contracts

NDT Update, v5, n1, pN/A

Jan 1, 1996

Language: English Record Type: Fulltext

Article Type: Biography

Document Type: Newsletter; Trade

Word Count: 703

... or without previous design calculations; documentation of findings; and recommendations for follow-on actions including **cost estimates**. Additional services may include the preparation of construction **contract** drawings and specifications for competitive **bidding**, bid analysis, post construction award services (PCAS), Title II Inspection Services, engineering report review, engineering calculations and **cost estimates** for necessary repairs primarily to, but not limited to, the underwater portions of the waterfront...

15/3,K/5 (Item 5 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2003 The Gale Group. All rts. reserv.

02339885 Supplier Number: 43068369 (USE FORMAT 7 FOR FULLTEXT)

SANTEE COOPER (S.C.) REVENUE BONDS RATED 'A+' BY FITCH

PR Newswire, p1

June 10, 1992

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 286

... enhanced by the authority's strong cash flow, sound financial position, and lower than expected **cost estimates** as a result of competitive **contract bidding**. Santee Cooper has purchase power agreements with Virginia Power to ensure adequate reserves prior to...

15/3,K/6 (Item 6 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2003 The Gale Group. All rts. reserv.

01786995 Supplier Number: 42247108 (USE FORMAT 7 FOR FULLTEXT)

Draper Lab's simulator key to UUV deals

Defense & Aerospace Electronics, v1, n6, pN/A

July 29, 1991

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 394

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

BALTIMORE -- If you figure to **bid** on a **contract** to supply a mission package for the Pentagon's unmanned underwater vehicle (UUV) program, add

to the **cost estimate** to expense of sending some of your key people to Cambridge, Mass., for a while.

15/3,K/7 (Item 7 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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01774017 Supplier Number: 42228628
Martin settles up with Army
Orlando Sentinel (FL), pC1
July 19, 1991
Language: English Record Type: Abstract
Document Type: Newspaper; Trade

ABSTRACT:
...negotiating with the Army. Companies are said to overcharge when they fail to provide adequate **cost estimates** to the govt when they submit **contract bids**. Martin Marietta and Rockwell Intl's Missile Division in Duluth, GA, recently settled the overcharging...

15/3,K/8 (Item 8 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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01470573 Supplier Number: 41777930 (USE FORMAT 7 FOR FULLTEXT)
ARMY BLAMES COST OVERRUNS FOR NLOS TERMINATION
Military & Commercial Fiber Business, v6, n1, p1
Jan 4, 1991
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 407

(USE FORMAT 7 FOR FULLTEXT)
TEXT:
...In December 1988, the Army awarded the team with a \$131 million cost-type development **contract**, a **bid** the service considered unrealistically low. Recent Army estimates put the contract development cost closer to...

...cost growth representing the differential between the amount of the bid and the Army internal **cost estimate**, the Army is unwilling to tolerate a cost growth of the magnitude currently contemplated." The...

...growth was due to new negotiated testing requirements that were not part of the original **contract**. She said the original "**bid**" was based on maximum utilization of the Armydeveloped initial operational evaluation FOG-M configuration which...

15/3,K/9 (Item 9 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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01450472 Supplier Number: 41741379
Non Line of Sight missile programme cancelled by Army
Interavia Air Letter, p5
Dec 18, 1990
Language: English Record Type: Abstract
Document Type: Magazine/Journal; Trade

ABSTRACT:
...as the primary reason for the cancellation, saying that it now thinks the contractors' original **bids** were underestimates and the **contract**

award lower than govt **cost estimates** for the program. Current estimates place the full-scale development cost at \$400 mil, in...

15/3,K/10 (Item 10 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2003 The Gale Group. All rts. reserv.

01283628 Supplier Number: 41498658
LTV Unit Pleads Guilty Over Air Force Contract
The New York Times, pc2
August 16, 1990
Language: English Record Type: Abstract
Document Type: Newspaper; General

ABSTRACT:

...business through govt contracts, was suspended by the Air force in 7/90 from further **bidding** on govt **contracts**. Sierra may also be disbarred, according to Captain Jack Giese, an Air Force spokesman, which would mean Sierra could not **bid** on military **contracts** for 3 years. An investigation of Sierra began when a whistle-blower inside LTV provided...

...contract. One of the documents was an acquisition plan and the other was an independent **cost estimated** for the system.
...

15/3,K/11 (Item 11 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2003 The Gale Group. All rts. reserv.

01281705 Supplier Number: 41495836
CRIMINAL CHARGES EXPECTED IN SIERRA RESEARCH CASE
Aerospace Daily, v155, n31, p248
August 14, 1990
Language: English Record Type: Abstract
Document Type: Magazine/Journal; Newsletter; Trade

ABSTRACT:

...Force missile decoy contract, according to Justice Dept sources. The LTV unit allegedly received USAF **cost estimates** on the project that enabled it to submit the lowest **bid** for the \$5.9 mil **contract**. Sierra, which secures 95% of its business from govt contracts, is under a USAF suspension
...

15/3,K/12 (Item 1 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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11363106 SUPPLIER NUMBER: 55830806 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Labor market regulation and the winner's curse.(an analysis of the impact of 1992 Skill Development and Fair Wage policy of British Columbia)
Bilginsoy, Cihan
Economic Inquiry, 37, 3, 387(1)
July, 1999
ISSN: 0095-2583 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 8238 LINE COUNT: 00673

... sources of uncertainty including drawing errors, plain mistakes (which are more likely to bias the **cost estimate** downward rather than upward), incomplete plans, interpretation of contract requirements of undetermined need and degree...

...of collective and private uncertainty coexist in these factors. Dyer and

Kagel (1996) treat construction **contract bidding** as a common value auction but also list a host of private value elements embedded...

...outcome. Dyer and Kagel (1996) compare the differences between the winning and the next-lowest **bid** differences between the construction **contract** and OCS lease auctions and conclude that the potential for adverse selection is far smaller...

...only a subset of the projects in the data set. Furthermore, some of the available **cost estimates** became out of date by the time bids were submitted because of the changes in...

...pursue an indirect route to question the relevance of winner's curse in public construction **contract bidding**.

In B.C. the regulatory environment in public construction changed in March 1992 with the...

15/3,K/13 (Item 2 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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11135069 SUPPLIER NUMBER: 54955900 (USE FORMAT 7 OR 9 FOR FULL TEXT)

The right architect for the right job. (Poland, Ohio, School District)

Zorn, Robert L.

School Planning and Management, 38, 4, 62(3)

April, 1999

LANGUAGE: English RECORD TYPE: Fulltext; Abstract

WORD COUNT: 939 LINE COUNT: 00081

... feasibility studies, land use analysis, facilities evaluation, master planning, space planning, graphic and interior design, **cost estimating**, value engineering, scheduling, competitive **bidding** and **contract** negotiations, coordination and observation of construction activities, and fiscal management of your school project. The...

15/3,K/14 (Item 3 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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08124971 SUPPLIER NUMBER: 17390763 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Construction. (Landfill Profiles, part 2)

Porter, David; Stafford, William

World Wastes, v38, n8, p48(3)

August, 1995

ISSN: 1064-8429 LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 1204 LINE COUNT: 00099

... type of construction coupled with the short time frame prevented many firms from submitting construction **bids**.

The city awarded its construction **contract** to T.J. Lambrecht Construction Inc., an Illinois-based company who submitted a construction bid which matched the **cost estimate**. Lambrecht served as the project's general contractor and was responsible for the earthwork and...

15/3,K/15 (Item 4 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

07915016 SUPPLIER NUMBER: 16977835 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Science Applications International Corp. (contract awarded for support services) (Defense Contracts)

Defense Daily, v187, n42, p312(1)

May 31, 1995

ISSN: 0889-0404

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 136

LINE COUNT: 00015

TEXT:

...SAIC provides the Ballistic Missile Defense Organization, Program Operation Directorate, technical and programmatic support for **cost estimating** and analysis assessments of BMO plans and programs. This is an options exercise under a competitively awarded **contract**. No **bids** were solicited and none were received for the contract option. This contract option is awarded...

15/3,K/16 (Item 5 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2003 The Gale Group. All rts. reserv.

07481909 SUPPLIER NUMBER: 15639241 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Appraising affordable multifamily housing. (includes appendix)

Nahas, David C.

Appraisal Journal, v62, n3, p455(10)

July, 1994

ISSN: 0003-7087

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 6817 LINE COUNT: 00568

... Hard construction costs

Hard costs can be readily estimated by reference to a standard construction **cost estimating** guide for the ...estimate, an appraiser may wish to cross-check indicated costs against a developer's construction **contract** of preliminary **bid** responses if payment of prevailing wages is required by public financing sources.

Soft costs

An...

15/3,K/17 (Item 6 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2003 The Gale Group. All rts. reserv.

07231998 SUPPLIER NUMBER: 15323482 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Using XCELL+ in the preparation of a contracting bid . (cost estimation)

Stapleton, Larry E.; Levary, Reuven R.

Industrial Engineering, v26, n4, p44(4)

April, 1994

ISSN: 0019-8234

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 3188 LINE COUNT: 00262

Using XCELL+ in the preparation of a contracting bid . (cost estimation)

15/3,K/18 (Item 7 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2003 The Gale Group. All rts. reserv.

06729857 SUPPLIER NUMBER: 14518961 (USE FORMAT 7 OR 9 FOR FULL TEXT)

The feasibility study.

Thompson, James V.

E-MJ - Engineering & Mining Journal, v194, n9, p23(5)

Sept, 1993

ISSN: 0095-8948

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 3947 LINE COUNT: 00315

... the drawings for the project may be completed in a Type IV. Formal

specifications and **bid** documents are prepared. Sub **contracts** are solicited. Estimates are made by professional estimating departments based on general arrangement, piping and...

...in a Type II or III study and only minor changes would occur. The capital **cost estimate** will be a thick extra volume in the report presented in great detail.

Information Required...

15/3,K/19 (Item 8 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

06500505 SUPPLIER NUMBER: 14129290 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Saudi master refining program takes shape. (Saudi Arabia) (Middle East Report)

Aalund, L.R.

Oil and Gas Journal, v91, n25, p39(7)

June 21, 1993

ISSN: 0030-1388 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 3784 LINE COUNT: 00311

... million); and Jeddah, \$478 million (\$359-598 million).

In addition, front-end engineering and definitive **cost estimating** at all three refineries are under way. Work on LSTK **contract** strategy and **bid** packages began in March. The LSTK contracts will probably include engineering design when offered for...

15/3,K/20 (Item 9 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

06446703 SUPPLIER NUMBER: 13724255 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Justifying affirmative action: highway construction in Louisiana.

Lunn, John; Perry, Huey L.

Industrial and Labor Relations Review, 46, n3, 464-479

April, 1993

ISSN: 0019-7939 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 8219 LINE COUNT: 00701

... DOTD) is responsible for constructing and maintaining highways in Louisiana. By state law, all construction **contracting** is competitively **bid**. Contractors on a list maintained by DOTD receive notification of scheduled projects four to six...

...public bid letting, and then sent to an internal review committee with the department's **cost estimates**. The committee files a report with the chief engineer, who makes the final recommendation to...

15/3,K/21 (Item 10 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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06396622 SUPPLIER NUMBER: 13126841 (USE FORMAT 7 OR 9 FOR FULL TEXT)
SOUTH CAROLINA PUBLIC SERVICE AUTHORITY BONDS RATED 'A+' BY FITCH -- FITCH FINANCIAL WIRE --

PR Newswire, 0310NY058

March 10, 1993

LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 428 LINE COUNT: 00033

... the authority's strong cash flow, solid financial position, and a

reduction in the total **cost estimates** of the new unit as a result of competitive **contract bidding**. Total capital costs of the project were recently reduced by about \$25 million from previous...

15/3,K/22 (Item 11 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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06117771 SUPPLIER NUMBER: 12573742 (USE FORMAT 7 OR 9 FOR FULL TEXT)
SANTEE COOPER (SC) REVENUE BONDS RATED 'A+' BY FITCH -- FITCH FINANCIAL
WIRE --

PR Newswire, 0918A1294

Sept 18, 1992

LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 413 LINE COUNT: 00035

... the authority's strong cash flow, solid financial position, and a reduction in the total **cost estimates** of the new unit as a result of competitive **contract bidding**. Santee Cooper has purchase power agreements with Virginia Power to ensure adequate reserves prior to...

15/3,K/23 (Item 12 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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05867861 SUPPLIER NUMBER: 11782643 (USE FORMAT 7 OR 9 FOR FULL TEXT)
FEWS demo gets go-ahead. (Follow-on Early Warning System gets Defense
Department approval for demonstration phase)

Military Space, v9, n1, p3(1)

Jan 13, 1992

ISSN: 0743-7897 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 142 LINE COUNT: 00011

... aim of the demonstration program is to produce a detailed, "bottoms-up" system design and **cost estimate** (MS, 12/16). Three contracting teams, headed by Lockheed, Rockwell and TRW-Grumman plan to **bid** for the **contract**.

15/3,K/24 (Item 13 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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05514925 SUPPLIER NUMBER: 11558508 (USE FORMAT 7 OR 9 FOR FULL TEXT)
SANTEE COOPER, S.C., REVENUE BONDS RATED 'A+' BY FITCH -- FITCH FINANCIAL
WIRE --

PR Newswire, 1203A8646

Dec 3, 1991

LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 387 LINE COUNT: 00033

... strong cash flow, solid financial position, and a reduction by 8 percent in the total **cost estimate** of the new unit as a result of competitive **contract bidding**. Santee Cooper recently signed purchase power agreements with Virginia Power to ensure adequate reserves prior...

15/3,K/25 (Item 14 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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03928196 SUPPLIER NUMBER: 07718483 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Set goals and succeed.

Ensmann, Richard G., Jr.

Air Conditioning, Heating & Refrigeration News, v177, n9, p1(2)

June 26, 1989

ISSN: 0002-2276

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 636

LINE COUNT: 00050

... sales area during the coming year, you will need to spend time preparing specifications, securing **price estimates**, consulting prospective contractors, **bidding** the job out, signing **contracts**, and monitoring the work. All these activities, conducted step-by-step, comprise the strategy for...

15/3,K/26 (Item 15 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

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03851043 SUPPLIER NUMBER: 06954114 (USE FORMAT 7 OR 9 FOR FULL TEXT)

What are you doing about the high cost of TV commercial production?

(transcript)

Back Stage, v30, n1, p8(3)

Jan 6, 1989

DOCUMENT TYPE: transcript

ISSN: 0005-3635

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 3052

LINE COUNT: 00224

... advertising professionals and legitimate businessmen.

It started with the standardization of the bidding process, the **cost estimating** of each job. The AICP Studio Cost Summary is now the standard way to communicate...

...also developed a thorough specification form to help the agency plan the production in the **bidding** stage and a **contract** that legally codifies the responsibilities of both parties. (All of this information is available in...

15/3,K/27 (Item 16 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

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03671161 SUPPLIER NUMBER: 06545186 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Charge of the fix-it brigade. (Pentagon reformers)

Cary, Peter; Glastris, Paul

U.S. News & World Report, v105, n7, p23(3)

Aug 15, 1988

CODEN: XNWRA

ISSN: 0041-5537

LANGUAGE: ENGLISH

RECORD TYPE:

FULLTEXT

WORD COUNT: 2220

LINE COUNT: 00176

... for its surging costs and lack of reliability.

* Split sourcing. In a typical split-source **contract**, the winner of the **bid** gets to build, say, 65 percent of the weapons, but the loser gets to build...

...AMRAAM airto-air missile was also split sourced, and ran into scheduling and technology problems. **Cost estimates** jumped from \$170,000 to \$340,000 each. Such failures fuel the arguments of defense...

15/3,K/28 (Item 17 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

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03135159 SUPPLIER NUMBER: 05023941 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Cost estimators: planning budget.

Bluford, Verada

Occupational Outlook Quarterly, v31, p29(4)

Spr, 1987

CODEN: OOQUA

ISSN: 0199-4786

LANGUAGE: ENGLISH

RECORD TYPE:

FULLTEXT

WORD COUNT: 1936 LINE COUNT: 00164

Predicting the cost of future projects is vital to every business.

Cost estimators are the professionals who develop this information for owners and managers to use when **bidding** for **contracts** or determining the profitability of a new product. They compile and analyze data on all...

...must spend some time on the factory floor where it may be hot and dirty.

Cost estimators often operate under great pressure, especially when **bidding** on a major **contract**. There always is a certain amount of pressure because an inaccurate estimate can cause a...

15/3,K/29 (Item 18 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

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03118733 SUPPLIER NUMBER: 04685620 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Why Martin Marietta loves Mary Cunningham; the takeover attempt she launched with Bill Agee taught the aerospace company to fly right.

(company profile)

Moore, Thomas

Fortune, v115, p66(4)

March 16, 1987

DOCUMENT TYPE: company profile

ISSN: 0015-8259

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 1958 LINE COUNT: 00154

15/3,K/30 (Item 19 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

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01751891 SUPPLIER NUMBER: 02656725 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Through the bidding maze. (how to avoid common errors in presenting your bid to Uncle Sam)

Klugman, Ellen

Working Woman, v8, p56(2)

March, 1983

CODEN: WOWOD

ISSN: 0145-5761

LANGUAGE: ENGLISH

RECORD TYPE:

FULLTEXT

WORD COUNT: 1810 LINE COUNT: 00148

... A word about mistakes in bid preparation: Double check your addition on worker hours and **cost estimates**. Generally, a mistaken bid made under the pressure of time cannot be withdrawn after the...

...either knew or should have known of the error prior to the award of the **contract**. **Bids** may be withdrawn or changed until the bid opening. PROPER CHANNELS

Make sure you are...

15/3,K/31 (Item 1 from file: 275)

DIALOG(R)File 275:Gale Group Computer DB(TM)

(c) 2003 The Gale Group. All rts. reserv.

01301146 SUPPLIER NUMBER: 07412488 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Thoughts and observations at the Microsoft CD-ROM Conference. (Personal

Computing) (column)

Press, Larry

Communications of the ACM, v32, n7, p784(5)

July, 1989

DOCUMENT TYPE: column ISSN: 0001-0782

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 3600 LINE COUNT: 00280

... CD-ROM development.

If these applications sound like possibilities for your organization, here are the **cost estimates**. A development system for creating and simulating execution for your database will cost from \$25...

...will press your disks. The newsletter, CD Data Report, surveyed several production companies asking for **bids** on a hypothetical **contract** to produce 12 disks during a year, with

15/3,K/32 (Item 2 from file: 275)

DIALOG(R)File 275:Gale Group Computer DB(TM)

(c) 2003 The Gale Group. All rts. reserv.

01207774 SUPPLIER NUMBER: 06168258 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Software: Lotus-compatible products - construction. (Listings)

Koerner, Katherine

Lotus, v3, n8, p124(1)

Aug, 1987

ISSN: 8756-7334 LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 1338 LINE COUNT: 00116

... of three independent modules that can be integrated. Fast-Est prepares initial (sub-bid) project- **cost estimates** and lender cost-breakdown reports. Performs what-if analysis to determine profit-to-sales price or **contract bid** amounts. Cash Flow tracks all phases of project payments, loan balances, retentions, change orders, and ...

15/3,K/33 (Item 1 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

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04492322 Supplier Number: 57648714 (USE FORMAT 7 FOR FULLTEXT)

TURKS INVITE ERD TENDERS.

Hart's E&P Daily, pNA

Nov 18, 1999

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 119

... following the contract award and will include the preparation of drilling and well completion programmes, **cost estimation**, proposed project schedule and contract preparation. The contractor and affiliates that win the engineering **contract** will not be eligible to **bid** for the EPIC phase of the project.

The deadline for bids is 6 December 1999.

15/3,K/34 (Item 2 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

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04113255 Supplier Number: 54060547 (USE FORMAT 7 FOR FULLTEXT)

UN: Administrative and budgetary committee begins first part of resumed fifty-third session.

M2 Presswire, pNA
March 9, 1999
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 6344

... maximizing the benefits of outsourcing. They set out mechanisms for defining the service, establishing preliminary **cost estimates**, identifying a vendor list, assessing quality and risk criteria and for the **bid** process, the **contract** administration phase and the evaluation phase.

A note by the Secretary-General transmits a report...

15/3,K/35 (Item 3 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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03783436 Supplier Number: 48193192 (USE FORMAT 7 FOR FULLTEXT)

U.S. DOD: Contracts

M2 Presswire, pN/A

Dec 23, 1997

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 1350

... system test and evaluation, vulnerability and operational requirements analysis, technical analysis, technical and program documentation, **cost estimating** /analysis, integrated logistics support, fielding support, and Department of Defense mission support. The objective of...

...There was an announcement on the electronic bulletin board on Sept. 3, 1997, and three **bids** were received. The **contracting** activity is the U.S. Army Communications & Electronics Command, Ft. Monmouth, N.J. (DAAB07-98...

15/3,K/36 (Item 4 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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03367420 Supplier Number: 46926957 (USE FORMAT 7 FOR FULLTEXT)

Three corps offices outline 'steady' work

Defense Cleanup, v7, n47, pN/A

Nov 29, 1996

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 817

... bids or call for proposals on seven civil-works projects and 34 military projects. No **cost estimates** were available. The district will open **bids** on five operations-and-maintenance **contracts** for construction and seven O&M contracts for dredging in FY 1997. Nashville Dist. plans...

15/3,K/37 (Item 5 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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03359477 Supplier Number: 46910370 (USE FORMAT 7 FOR FULLTEXT)

Five Corps offices outline 'steady' work

Corps Report, v4, n24, pN/A

Nov 22, 1996

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

... bids or call for proposals on seven civil-works projects and 34 military projects. No **cost estimates** were available. The district will open **bids** on five operations-and-maintenance **contracts** for construction and seven O&M contracts for dredging in FY 1997.
Nashville District

15/3,K/38 (Item 6 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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02745637 Supplier Number: 45571881 (USE FORMAT 7 FOR FULLTEXT)
DEFENSE CONTRACTS
Defense Daily, v187, n42, pN/A
May 31, 1995
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 896

... SAIC provides the Ballistic Missile Defense Organization, Program Operation Directorate, technical and programmatic support for **cost estimating** and analysis assessments of BMO plans and programs. This is an options exercise under a competitively awarded **contract**. No **bids** were solicited and none were received for the contract option. This contract option is awarded...

15/3,K/39 (Item 7 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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01337915 Supplier Number: 41588708 (USE FORMAT 7 FOR FULLTEXT)
A-12 bid shows perils of realistic pricing
Navy News & Undersea Technology, v7, n38, pN/A
Oct 1, 1990
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 1033

The Grumman-Northrop **cost estimate** of \$6.8 billion is proving prophetic, as is the questioning of profits to come during production. The winning team of General Dynamics-McDonnell Douglas won the R&D **contract** with a \$4.4 billion **bid** but by the time the **contract** is satisfied with six pre-production aircraft, the Grumman-Northrop figure will be more representative...